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THE AMERICAN

ELEVATOR AND

GRAIN

TRADE

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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VOL. XXXII.

CHICAGO, ILLINOIS, MAY 15, 1914.

No. 11.

One Dollar Per Annum.  
SINGLE COPIES, TEN CENTS.

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President

ALBERT L. WAYNE  
Vice-President and Treasurer

EDWARD ANDREW  
Secretary

## NASH-WRIGHT GRAIN COMPANY

COMMISSION MERCHANTS  
GRAIN AND PROVISIONS

717-720 Postal Telegraph Building, CHICAGO  
Long Distance Telephone Harrison 2379



New York Boston  
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## BE SURE

it's the

## "MOHAWK"

brand of rubber belting.

Order of your building  
contractor or dealer  
or write us direct.

Consign your Grain and Field Seeds to

# Somers, Jones & Co.

82 Board of Trade, CHICAGO

## VAN LEUNEN SERVICE

— TRY IT —

YOUR **PAUL VAN LEUNEN** SUCCESS  
AND  
COMPANY  
GINGINNATI O. DECATUR, ILL.  
Give Us Your Business

## The Climax Scoop Truck

Is a scoop on wheels carrying 2½ bushels of grain and 200 lbs of coal. With it a boy can do more than five men with hand scoops.

Saves time and labor which are money.

Saves fretting and sweating and demurrage bills.

Saves its cost in wear of other scoops.

Be "up-to-date" and ORDER NOW.

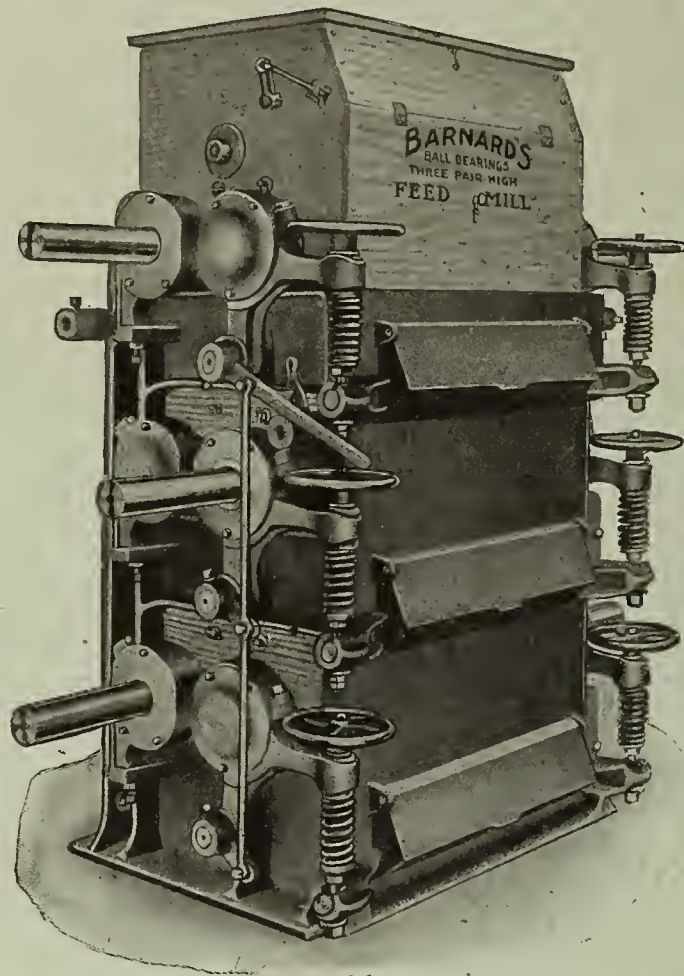
Price \$10.00  
At Factory.

Detroit  
Scoop-Truck Company  
2227 W. Jefferson Ave. DETROIT, MICH.





# Cuts Your Power Bill in Half



Barnard's Ball Bearing Feed Mills will save from 40% to 50% in power or fuel.

This means 50% on the money invested.

Not only this but they save in other items of expense as in repairs and shut-downs, the waste of oil due to leakage, and the lower grading of products due to the rolls getting out of tram.

The mill shown is especially adapted for grinding fine table meal, rye meal, graham flour, barley and other small grains.

All mills guaranteed as to durability and work.

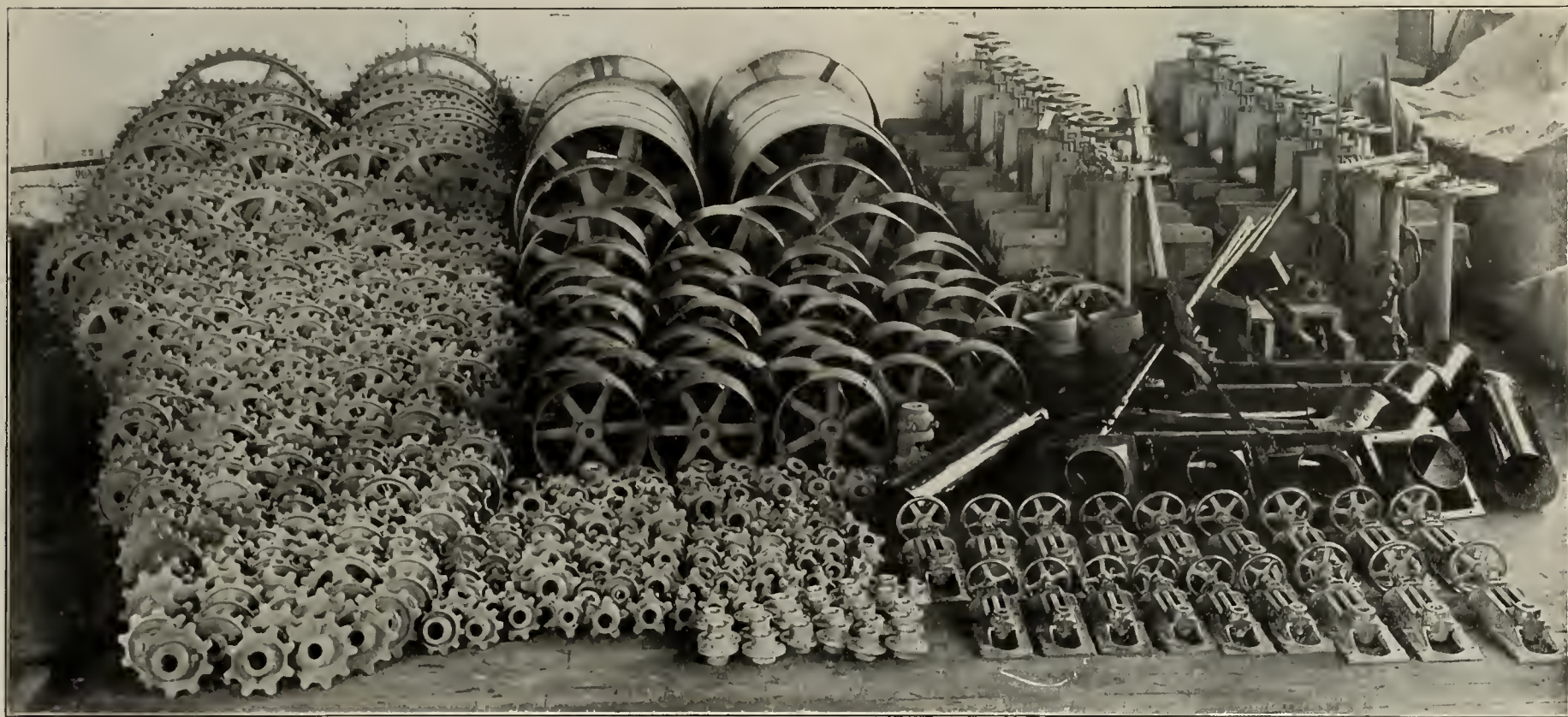
Order one now.

**BARNARD & LEAS MFG. CO.**

**MILL BUILDERS AND  
MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.





## Western Elevator and Transmission Machinery

The above represents a carload of miscellaneous elevator machinery—elevator boots, pulleys, sprocket wheels, spouting, etc.—which together with a carload of Western Shellers and Cleaners composed a recent shipment to one of our jobbers in the Southwest who, upon receipt of same, advised us as follows:

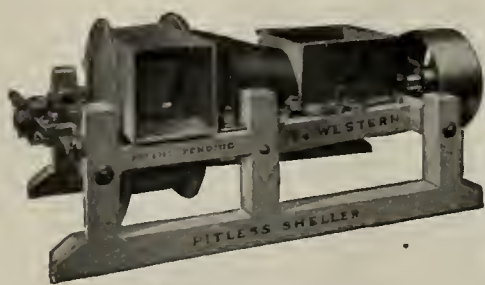
March 26, 1914.

Gentlemen:—We have begun unloading the machinery and wish to advise that it has never been our pleasure to look upon a nicer lot of miscellaneous machinery. Everything is certainly in the best of order and shows that you have a class of mechanics who know how to get out work. If we can just get customers to look at these goods in our house, we feel sure there will be no trouble whatever in making the sales. You will be glad to know that prospects continue as bright as ever and recent rains tend to make everybody in this country happy.

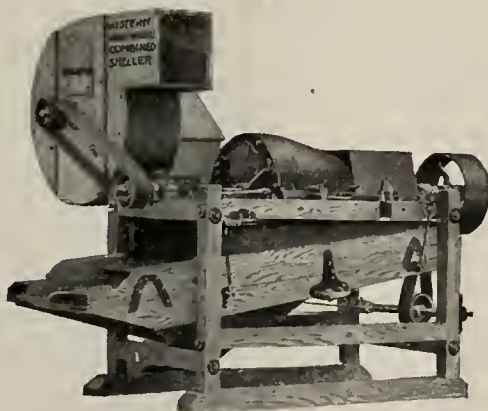
The Western Line of Elevator Machinery has always taken the front rank and when put under the severest test has shown 100% efficiency. A careful comparison between the features of Western Line of Machinery with other lines will readily convince you of the superiority of our line. Your elevator equipped with Western Shellers and Cleaners, and Western Power and Transmission Machinery will prove a money-making investment every time. Ask any Western operator. Our line is the result of over forty years of experience in building grain elevator machinery with efficiency our watchword.

Before building a new elevator or remodeling your old plant investigate the Western line. It's fairness to yourself. You cannot afford to purchase any machinery until this highest of elevator machinery has been investigated. For long service, thorough efficiency, simplicity and economy in operation you cannot buy better value than the Western Line of Grain Elevator Machinery.

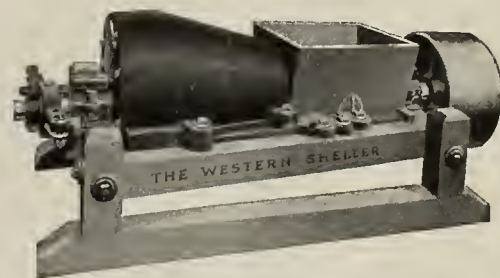
Write for our general catalogue showing our complete line of Grain Cleaning, Handling, Conveying, Elevating and Power Transmission Machinery and be convinced.



"Western" Pitless Sheller



"Western" Warehouse Combined Sheller



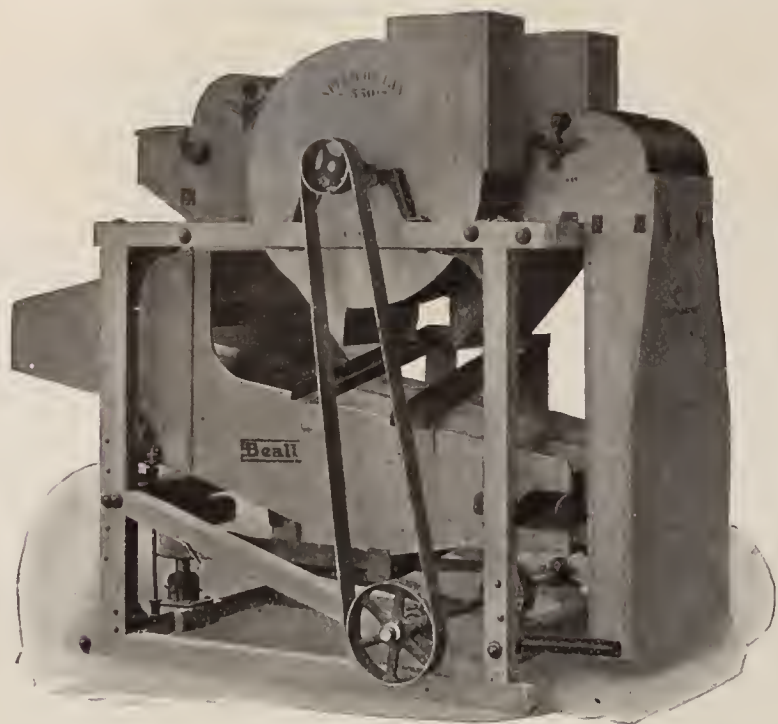
"Western" Regular Separate Warehouse Sheller

# UNION IRON WORKS

DECATUR ILLINOIS U.S.A.

Complete line of Shellers and Cleaners kept at 1221-23 Union Ave. Kansas City, Mo.





BUILT IN  
TEN SIZES

## The Beall Guarantees The Most For Our Money

You elevator operators know that in this day of low margins it is necessary to tune your business up-to-the-minute to meet and beat competition. But you can never bring it up to a **higher level of efficiency than the tools you work with.**

Your equipment for cleaning grain, one of the essentials in your business, must be of a type that will insure **service, reliability and economy.** These are the primary features of the Beall.

**Beall**  
THE MARK OF QUALITY

## The New Rotating Warehouse and Elevator Separator

**Guaranteed Without Limit**

The New Beall is extremely simple in design, built very strong, is thoroughly braced, and will not rack. It embodies all the best features found in separators of other makes, and to these we have added the following pronounced features:

- 1st. It has a rotating motion, slow speed and perfect balance.
- 2nd. It has two fans working independent of each other.
- 3rd. It has large capacity for the amount of floor space.
- 4th. A small amount of horse-power is required for operating.

**A Beall Book for You.**—No matter what separator you have in mind buying, post yourself thoroughly by sending for our interesting booklet on the "New Beall Separator." You will find therein ample proof of the worth of our separator and the service behind it. Your copy is now ready. Write for it today.

**The Beall Improvements Co., Inc.**  
DECATUR, ILLINOIS, U. S. A.

**WELLER-MADE**

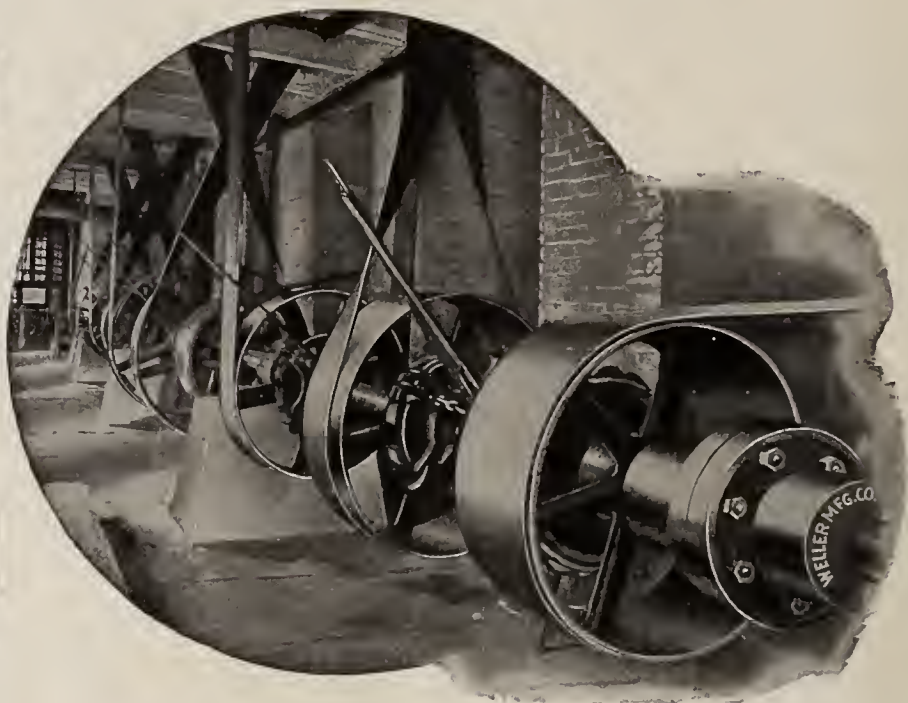
## Did you ever buy a bunch of machinery—

believing that the lowest price included fitting up and testing out the complete equipment in the manufacturer's shop?

You expected each piece to slip into place without chipping or filing, by simply driving home the keys.

## Did You Get What You Expected—

or did you have to pay from 10% to 25% additional to have this work done on the job?



Every Pulley Fitted with a Weller Standard Friction Clutch.

When you buy an outfit of **Weller Made** Machinery every piece has been fitted to its proper place and the entire assembly tested out.

Each Pulley, Gear, Sheave or Sprocket with its proper key is marked or tagged so that there is no chance to go wrong.

We can do this work better and cheaper in our shops than you can in the field, and our Machinery can be erected at the minimum expense and with the maximum speed and satisfaction.

This is part of the meaning of

**WELLER SERVICE and QUALITY**

*Send for our No. 20 Catalog.*

**WELLER MFG. CO.**  
CHICAGO

New York Office, 50 Church St.

St. Louis, 520 Victoria Bldg.



# You Are Not Buying an Experiment When You Buy a Sidney

Both the Sidney Line of Grain Cleaners and the Philip Smith business have passed the experimental stage. Any institution that has been in existence for over a half a century can easily say that its product has stood the test and can show 100% efficiency.

So the real question for the thoughtful grain cleaner buyer is this: Has any other grain cleaner passed the experimental stage? Is any other grain cleaner as safe a purchase as the Sidney? Well, let us see.

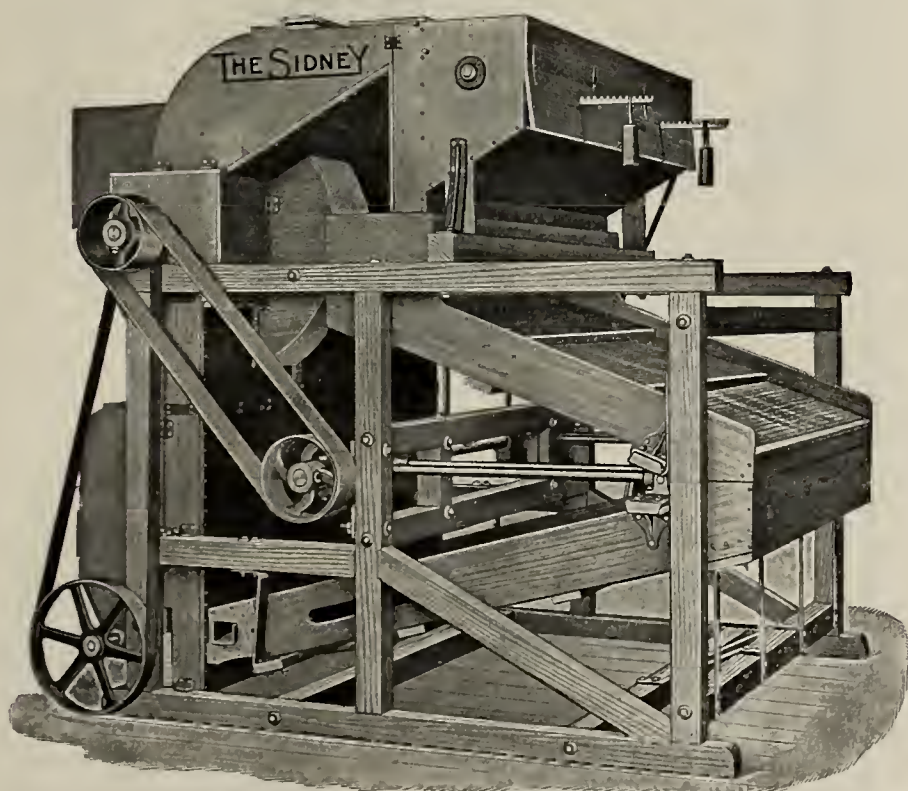
## Sidney Cleaners Guarantee a Profit

Sidney Grain Cleaners are built on the principle that the success of any grain elevator business depends largely upon the condition in which the grain reaches the market. Properly cleaned grain receives a premium every time.

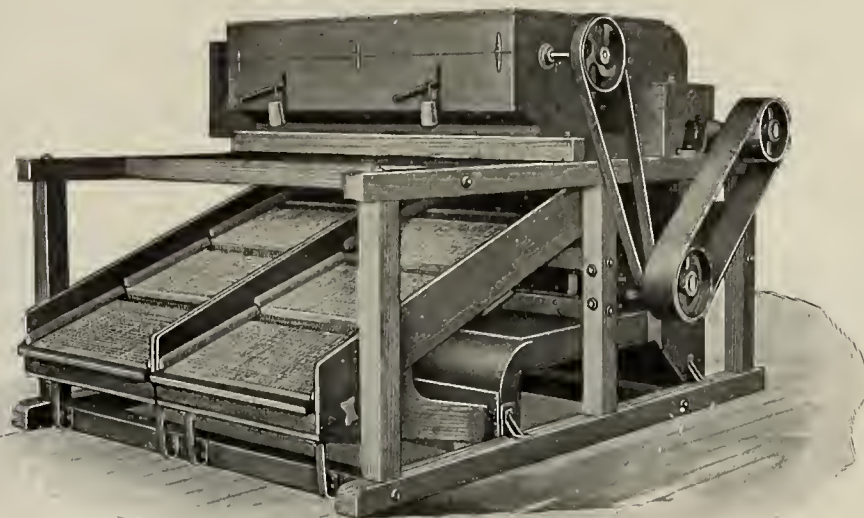
The framework of the Sidney Twin Shoe and the Sidney Double Shoe Corn and Grain Cleaners, illustrated and partly described herewith, is of the very best material, is well braeed, firmly mortised, tendoned, and bolted together with joint bolts. The **positive feed, splash system, self-oiling eccentric and self-oiling bearings** are features that have placed the Sidney Cleaners in the highest rank among grain cleaners,

### The Sidney Double Shoe Corn and Grain Cleaner

is guaranteed to separate corn from cobs and clean same thoroughly. It will also clean oats, wheat, rye and barley equally as well. It is designed and built for three different kinds of cleaning work, being equipped with two



The Sidney Double Shoe Corn and Grain Cleaner  
BUILT IN FIVE SIZES



The Sidney Twin Shoe Corn and Grain Cleaner  
BUILT IN FIVE SIZES

complete screens each fitted in separate shaking shoes, and unlike ordinary grain cleaners, the screens can be changed from one kind of grain to another without stopping the machine. Absolutely no vibration. It is equipped with a feeder which spreads the grain in an even stream. The arrangement of the shoes, one above the other is such that in its cleaning operation for both coarse and small grains, perfect separation takes place.

### The Sidney Twin Shoe Corn and Grain Cleaner

is designed for plants having a very low cupola, where no vibration is absolutely necessary. The arrangement of the shoes in the Sidney Twin Shoe Cleaner driven by opposed eccentric forms a counter-balanced drive which eliminates all vibration. The principle of this machine is similar to our Double Shoe Cleaner except for the arrangement of the shoes, which are arranged side by side. It is equipped with one set of screens for cleaning oats and corn, an additional charge being made for wheat screens, otherwise the construction of the eccentrics, bearings and feed are the same as described for all Sidney combined cleaners.

All necessary belting for cleaners, except that of line shaft to fan shaft is furnished free.

#### Note this comment!

Jackson Center, Ohio

Gentlemen:—

The oats screens received and work fine for cleaning oats for seed, and as a corn and wheat cleaner. I really believe your double shoe corn grain cleaner cannot be equalled. Cleveland Grain Company, of Cleveland, Ohio and F. Baughman of the Buckeye Grain & Milling Company, Columbus, have given my corn high honors for cleanliness.

Yours truly,

K. THRELKELD

### A Sidney Book For You

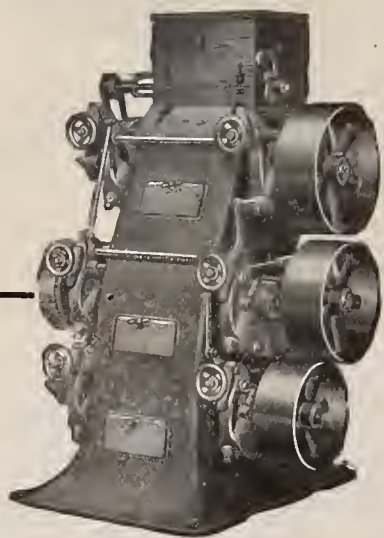
We have prepared an interesting booklet on grain cleaning and corn shelling machinery. Read this booklet before deciding on your new equipment. It will mean money in your pocket. Your copy has been laid aside. Write for it to-day.

## The Philip Smith Mfg. Co.

Warehouse: Enterprise, Kans.

SIDNEY, OHIO





## You Need This Mill

for grinding feed, table corn meal, pearl meal, linseed meal, etc.

### N. & M. CO. THREE PAIR HIGH MILL

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side. See book on Mills, No. 1290, for details. If you haven't got it, we will send it on request.

Everything  
for the  
Modern  
Mill

**N o r d y k e  
& Marmon Co.**  
INDIANAPOLIS, IND.

Established 1851

Ask for  
Catalogs  
on any  
Equipment  
you need

*America's Leading Mill Builders*



Section of  
Old Style Flight

Section of  
Helicoid Flight

## HELICOID

**Helicoid** conveyor has a stronger flight and a heavier pipe than the same diameter of old style conveyor, and

**Helicoid** flight and pipe are put together so they support and strengthen each other.

**Helicoid** flight has a shovel edge. Other has blunt edge.

**Helicoid** flight is one continuous strip of metal end to end of pipe. Other is short sections lapped and riveted together every turn or half turn around the pipe.

**Helicoid** is a smooth, nicely-balanced spiral, and has no joints to wear out and open up.

**Helicoid** requires fewer repairs, and less power to drive it.

**Helicoid costs no more** than inferior kinds of conveyor; it's all-round satisfaction at the same price.

Ask about our Steel Conveyor Boxes, too.

**H. W. Caldwell & Son Co.**

17th St. and Western Ave., Chicago

BRANCH OFFICE



New York:  
Fulton Bldg. Hudson  
Terminal,  
50 Church St.

Determine the Exact Dockage of Every Load of Wheat

### THE EMERSON WHEAT TESTER

eliminates all guess work in dockage and saves all the wheat.

OVER 1,500 ELEVATORS NOW  
USING THIS TESTER

It is the most convenient and satisfactory WHEAT TESTER made. Each machine is sold with an absolute guarantee. The saving in wheat, time, mistakes and money soon pays for the EMERSON TESTER. Write today for further particulars.

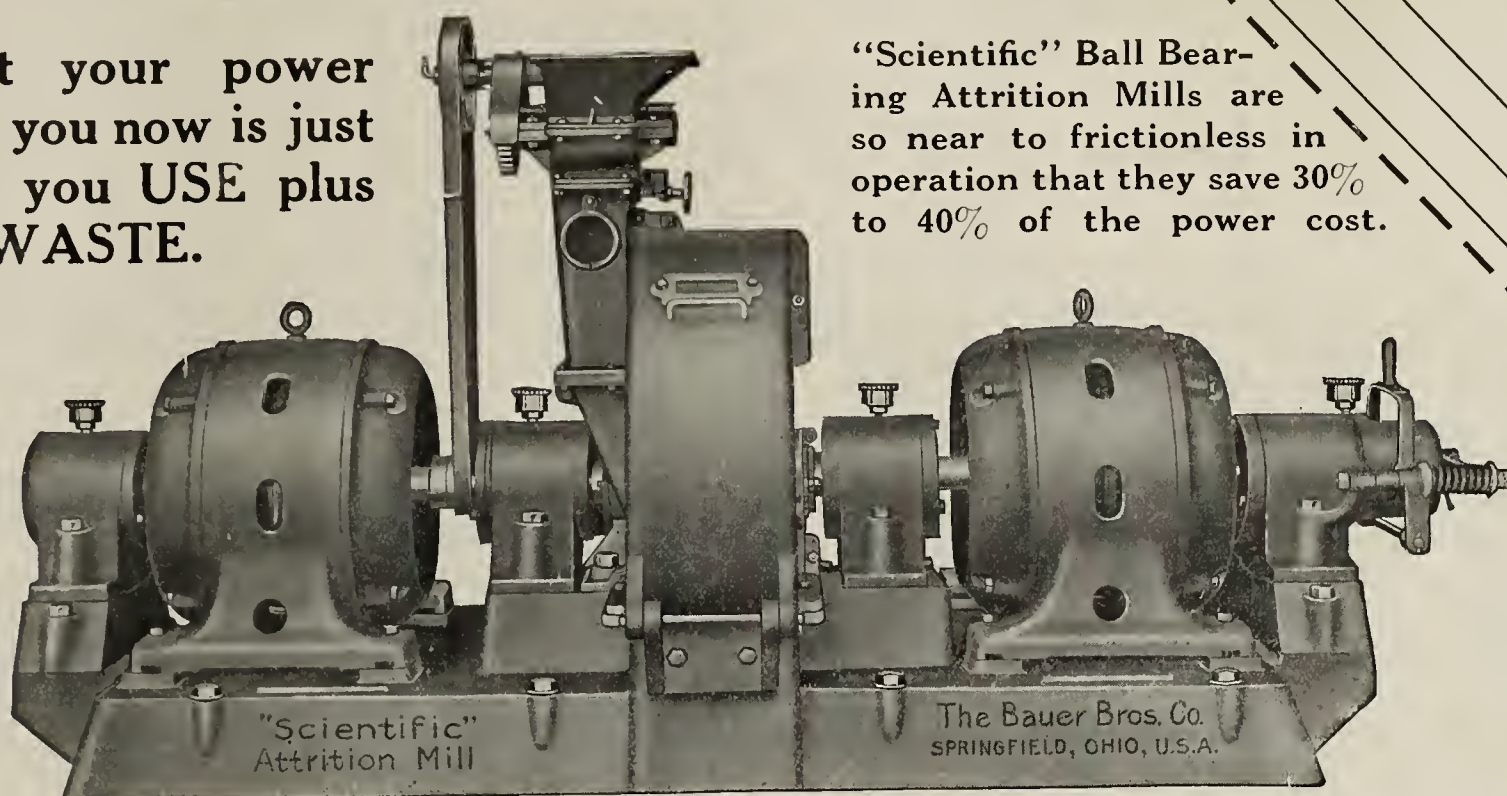


**WM. H. EMERSON & SONS,** DETROIT, MICH.  
and WINDSOR, ONT.



# SAVE 30% to 40% on your Power Cost

What your power costs you now is just what you USE plus the WASTE.



"Scientific" Ball Bearing Attrition Mills are so near to frictionless in operation that they save 30% to 40% of the power cost.

**COUPON**  
The Bauer Bros. Co.  
Springfield, Ohio  
Gentlemen:—If your "Scientific" Ball Bearing Attrition Mill will save me money—and if you can prove it decisively—then send me complete information.

Signed \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_

IF YOU KNEW EXACTLY HOW TO ECONOMIZE ON OPERATING COSTS—you would do it, would you not?

IF YOU KNEW EXACTLY HOW TO SECURE MORE PERFECT MILLING—at this economical cost, you would do it, would you not?

IF YOU KNEW EXACTLY WHERE TO BUY THE MILL THAT would "prove up" on the above, you would, at least, **consider it**, would you not?

## "Scientific" Ball Bearing Attrition Mills

reduce power costs 30% to 40% (**proof** on request)

reduce cost of lubricants 90% (**proof** on request)

reduce upkeep cost 50% (**proof** on request)

"Scientific" Milling plates assure long life and perfect output—they operate and wear with absolute uniformity. The correct design of this mill is the result of scientific research, test, practice. It is **MORE** than a Ball Bearing Mill. It is a ball bearing mill in perfect "tune" throughout so that not a "discordant note" can be found.

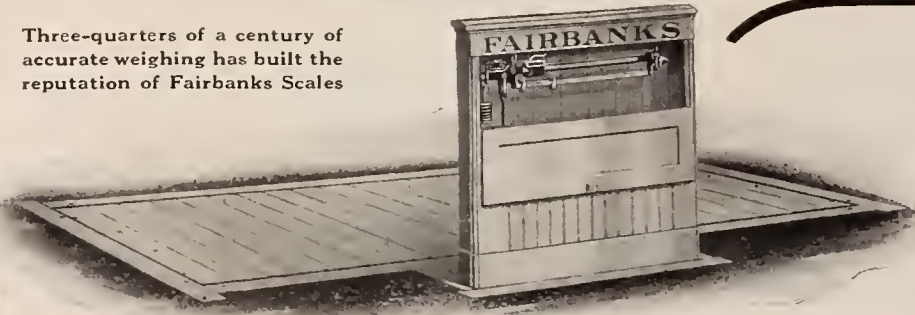
**Specific Information?** We will gladly send Bulletin F on request. For convenience we have arranged the coupon. Use it.

Perhaps you are not planning to buy a mill this week or this month—nor for several months to come. **BUT**, if you mail the coupon now—if you secure the valuable data **NOW**—you will have the material on file for handy and immediate reference just when you do want it badly and in a hurry!

## The Bauer Bros. Co., Springfield, Ohio



Three-quarters of a century of accurate weighing has built the reputation of Fairbanks Scales



**Knife edges better than razor steel** Every one hammer forged from the finest grade of crucible steel. Harder than razor steel, yet resilient; combining greatest resistance to both wear and shock.

**Correct Suspension** There is a straight downward pull throughout the entire scale mechanism, giving greatest accuracy with longest life.

**Simple Foundation** Continuous concrete wall supports frame from which weight is hung.

Write for Catalog 11T544

**Fairbanks, Morse & Co.**

Chicago Omaha St. Louis Kansas City St. Paul Indianapolis

OUR SYSTEM  
SAVES  
POWER



**U.S. Steel Tank and Pipe Co.**

MANUFACTURERS AND CONTRACTORS OF  
**SHAVINGS and DUST EXHAUST SYSTEMS**  
**FANS, BLOWERS AND COLLECTORS**

2090 CANALPORT AVENUE

TELEPHONE CANAL 507

CHICAGO, ILL.

Pat. Non-Resistance  
Collector.)

**P**NEUMATIC Conveying Systems Designed and Constructed. Pipe work a specialty.

Anything in Sheet Metal up to and including 10-gauge, either Black or Galvanized.

Send us your Plans and Specifications, and we will gladly furnish estimates on your requirements.

Our estimators are at your service.

REMEMBER, WE DO WORK RIGHT.

Established 1903

Incorporated 1910

**The Edward J. Pratt Audit Co.**

**INCORPORATED ACCOUNTANTS  
BUSINESS SYSTEMATIZERS**

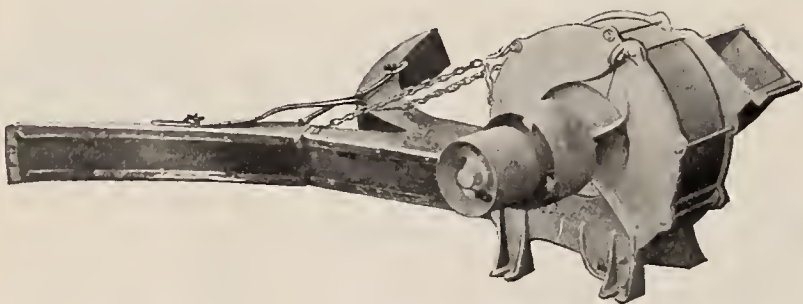
We send Competent Auditors experienced in the grain business, and install satisfactory systems for keeping books correctly.

YOU CAN AFFORD OUR SERVICE

CHICAGO ——— WRITE ——— PEORIA  
McCORMICK BLDG. NEW JEFFERSON BLDG.

## The BOSS and KING Car Loaders Pay For Themselves

VALUABLE BOOKLET FREE



## WHAT THEY SAVE FOR OTHERS THEY CAN SAVE FOR YOU

Dear Sir: I have used your car loader and will say that I am more than pleased with it, and would not be without same at any price and would recommend same to anyone wishing to buy one.

Yours truly,

GOODHUE ELEVATOR AND MERCANTILE ASSN

J. F. Barry, Mgr.

Hartsburg, Ill.

Gentlemen: We have used our loader continuously the past 11 years, with some minor repairs. We have it in good shape, do not see where we could get a better loader.

HARTSBURG GRAIN, COAL AND LUMBER CO.

I have used one of your car loaders for about nine years and it certainly does the work. We can fill the cars at ends clear to roof and never need to get in the car. It is a man saver, as we never need to get in the oats dust, which is poison.

Respy. yours,

L. R. GOOD.

Boyd, Kan., Jan. 20, 1914.

Gentlemen: The car loader you sold us has given perfect satisfaction. We are well pleased with it.

Yours truly,  
E. J. EVELEIGH.

Write to your nearest Elevator Supply House for interesting booklet, or to us direct.

**MAROA MFG. CO.** Dept. A  
MAROA, ILL.

## THE INVINCIBLE-SYPHER Electro Automatic Magnetic Separator



Very Durable—Small Consumption of Current

Will positively remove all iron from the grain.

Has retaining force of 500 pounds, making it impossible for any iron to pass it.

This machine does not deteriorate with age—on the contrary actually becomes more efficient with use.

We are prepared to furnish a small inexpensive dynamo for it where current is not available.

**INVINCIBLE GRAIN CLEANER COMPANY**  
SILVER CREEK, N. Y., U. S. A.

REPRESENTED BY

F. J. Murphy, 234 Exchange Bldg., Kansas City, Mo.  
The Strong-Scott Mfg. Co., Minneapolis, Minn.  
C. L. Hogle, 526 Board of Trade, Indianapolis, Ind.  
J. J. Crofut & Co., 613 McKay Bldg., Portland, Ore.  
Chas. H. Sterling, Jefferson House, Toledo, Ohio  
C. Wilkinson, 25 South 61st St., Philadelphia, Pa.  
F. H. Morley, 805 Webster Building, Chicago, Ill.  
McKain Mfg. Co., Los Angeles, Cal.  
Buckley Bros., Louisville, Ky.



## Here Is The Newest Thing Yet

It was made as an experiment and it is so successful that we are applying for a patent and will manufacture and sell it. We haven't even found the right name for it, but that will come later.

It is a *grain conditioner* or *chute*, something after the style of our grain racks in the Hess Grain Drier, with zig zag galvanized steel shelves, making a crooked and continuous path for grain, from top to bottom. It rests on a heavy steel bracket and is attached to the side of the elevator in such manner that *it catches the wind blowing from either direction, and compels it to pass through.*

A grain spout leads from the scale or garner or from the elevator head in the top of the elevator, and discharges into the top of the ventilating chute. Another grain spout is attached to the bottom leading back to the elevator boot or anywhere you please, on the lower floor. There is a slide at the bottom, by means of which the flow of grain may be regulated at any speed desired. To use this you discharge the grain into the top and let the rack fill. This makes a vertical column of grain, *open on both sides, and the wind will blow straight through it.* Then you open the slide at the bottom and the grain begins to travel.

It doesn't move straight down but tumbles and turns and mixes as it comes and, with the wind blowing through it, *dust, moisture, mustiness and odors are removed;* the grain is cleaned and polished by the motion, and when it comes back into the house at the bottom it is cool and sweet—cleaner and brighter than it was before.

This is not a drier, but in the right weather some moisture will be removed, especially if the grain is warm and sweating. This thing doesn't call for any more machinery in your house. It can be attached to the apparatus you already have, and there are no fans, steam coils, or other connections necessary, except simply the spouts.

Our first customer, one of the largest grain corporations in the West, bought one of these on trial, 45 ft. long, and within a month had ordered another of 45 ft. length, and two of 65 ft. each. The president of this company told us in his first report on it that it was "*the best thing he ever saw.*"

We recommend it for conditioning and cooling any kind of grain or seed that may be musty or damp, dusty, or out of condition; it will cool hot grain and is desirable for cooling and airing oats after bleaching.

The cut shows a 45 ft. conditioner on a large elevator at Burlington, Iowa. The brackets are wooden scaffold sections put up for the purpose of erecting the spout and are not a part of the device. We make it of heavy galvanized steel and furnish with it the necessary top and bottom connections, slide, supporting bracket, and steel braces. It is built in short sections, easy to handle and of any length desired, therefore suitable for any elevator. Any carpenter or millwright can put it up.

Write for further particulars.

## Hess Warming & Ventilating Co.

910 Tacoma Building, Chicago

We have a good supply of celluloid vest pocket cards and cardboard wall placards containing the Federal Corn Grades, taking effect July 1st. These are free. Ask us for one and ask us also for information concerning grain driers, moisture testers, percentage scales, and corn sieves.




## Post Talks For Live Dealers

You can control all the fence post business in your locality — instead of letting part of it go to mail order houses, agents or direct-to-consumer concerns.

The American farmer demands a better product and Carbo Patented Flexible Steel Posts are his ideal, which gives CARBO dealers an exclusive advantage.

Our increased capacity—increased output—gives us an opportunity of opening up new territory—and if you will properly represent us, we will give you an agency.

## CARBO STEEL POSTS Flexible

are in great demand throughout the country. Farmers readily see the superiority of posts that set in the ground direct, which eliminates the destruction of the necessary, rust-resisting covering, while the anchor insures a permanent fence for all time—and this without any concrete foundation or accessories. Carbo comes finished to do the work.

### Contract for the Exclusive Sale in Your Town

and assure yourself of a good return on your investment.

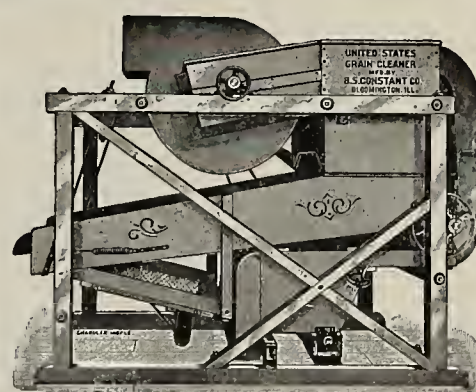
- Our fixed price policy protects you.
- Our advertising campaign helps you.
- Our brotherly suggestions guarantee you success.

Write us for our special introductory dealers' proposition—and we'll lay our plan before you. Millions of Carbo Flexible Steel Posts are used by farmers everywhere, also by the U. S. Government and State Institutions, which give us their endorsements.

We have thousands of satisfied dealers. Why not join our ranks—now—before it is too late? Write for proposition "A"

Unit Post System (Patented)

Carbo Steel Post Co., 93 Rand McNally Bldg., Chicago, Ill.



## THE U. S. Grain Cleaner

is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.  
Long life machine.  
Ring or Chain Oiling Bearings.  
Balanced Eccentrix.  
Five Separations and  
All the Corn Saved.

## The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.  
Easiest and safest.  
Adjustable Brakes  
which we guarantee.

State distance between floors and get our

Net Price

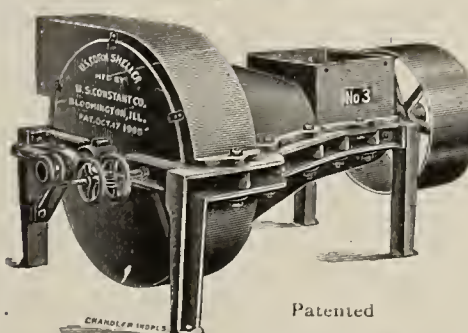
## U. S. Corn Sheller

Fan Discharge, over or under, right or left hand.

Iron or Wood Frame.  
No Lower Hoppering.  
Cheapest Installed.  
Quickest and Cheapest Repaired of any Sheller on the market.

Send for a Catalog.

**B. S. CONSTANT MFG. CO.**  
Bloomington Illinois





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## Halliday Elevator Company

directs your attention  
to the

## Illinois Grain Dealers Convention

to be held at

# CAIRO

June 2nd and 3rd, 1914

We invite you to Cairo  
on the above dates

While there inspect our facilities  
for handling your business

**Make Our Offices Your Headquarters**

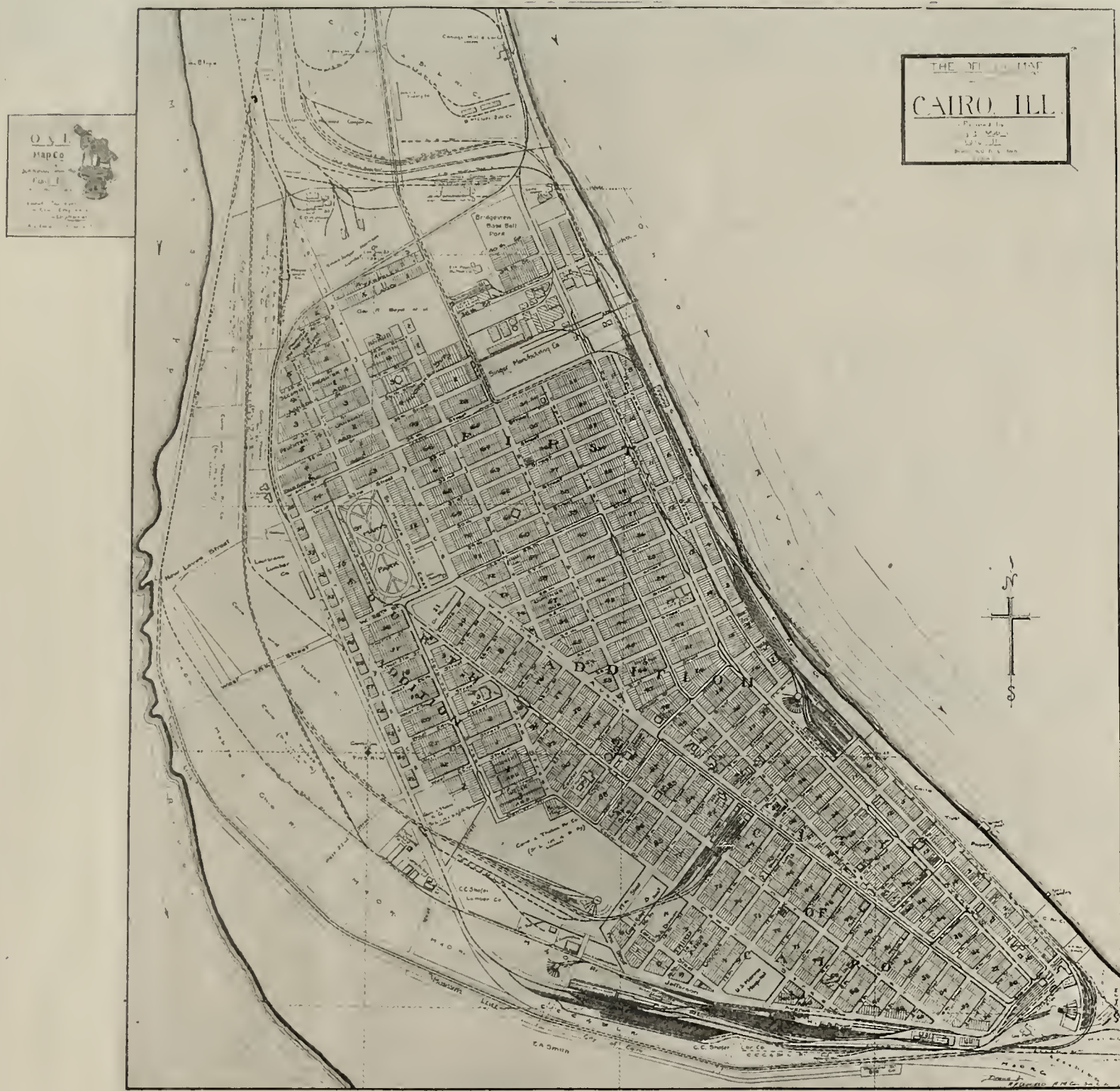
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# TEAR THIS OUT

and bring it to Cairo with you on  
June 2 and 3, 1914



Published by

**Magee Grain Company**  
Cairo, Ill.





The above picture represents a train of 53 cars loaded with 35,000 bushels of grain, destination value \$25,000.00, freight charges \$6,240.00 and shipped by us in one day via St. L. I. M. & S. R. R. to Texas, being that day's receipts and shipments of grain alone. This train was not broken until it reached Paris, Texas, and was distributed among our customers throughout the state south of that point. During the month we shipped from 20 to 40 cars daily. This one day's shipment of 53 cars was our banner day.

No order of grain or hay too large for us to handle. No inquiry too small to receive attention. When you have grain or hay ready for shipment consign it to us, or write or wire for bids. Quick service, prompt returns and satisfactory prices guaranteed.

**Samuel Hastings Company**  
**CAIRO, ILLINOIS**



E. G. PINK

L. R. PINK

# WELCOME

Shippers and Members of the  
Illinois Grain Dealers  
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Be With Us June 2nd and 3rd

We are dealers in  
WHOLESALE

## HAY and GRAIN

Millers' Agents for

High Grade Spring, Winter Wheat  
and Pure Rye

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## PINK & COMPANY

CAIRO, ILL.

We extend a hearty

# Welcome

to shippers and to members of the  
Illinois Grain Dealers Association,  
and cordially invite you to attend  
the annual meeting held in our city  
June 2nd and 3rd. We want you  
with us. And don't forget to visit  
our offices and get better acquainted.

*Receivers and Shippers of*

## Corn and Oats

### H. S. ANTRIM & CO.

Cairo, Illinois

Special Attention Given to Consignments.

Our latchstring is out to all visitors to the Con-  
vention. Make our offices your home during  
your stay here.  
And don't forget we are receivers and shippers of  
all kinds of

## GRAIN

Assuring you Top Prices, Quick Returns and a  
Square Deal all the time. Send us a trial car and  
be convinced.

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## Alexander County National Bank

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## Route Your Collections on **CAIRO**

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The best equipped and handled Collection Department in this territory. Special attention given to Grain Drafts. We guarantee prompt and satisfactory service.

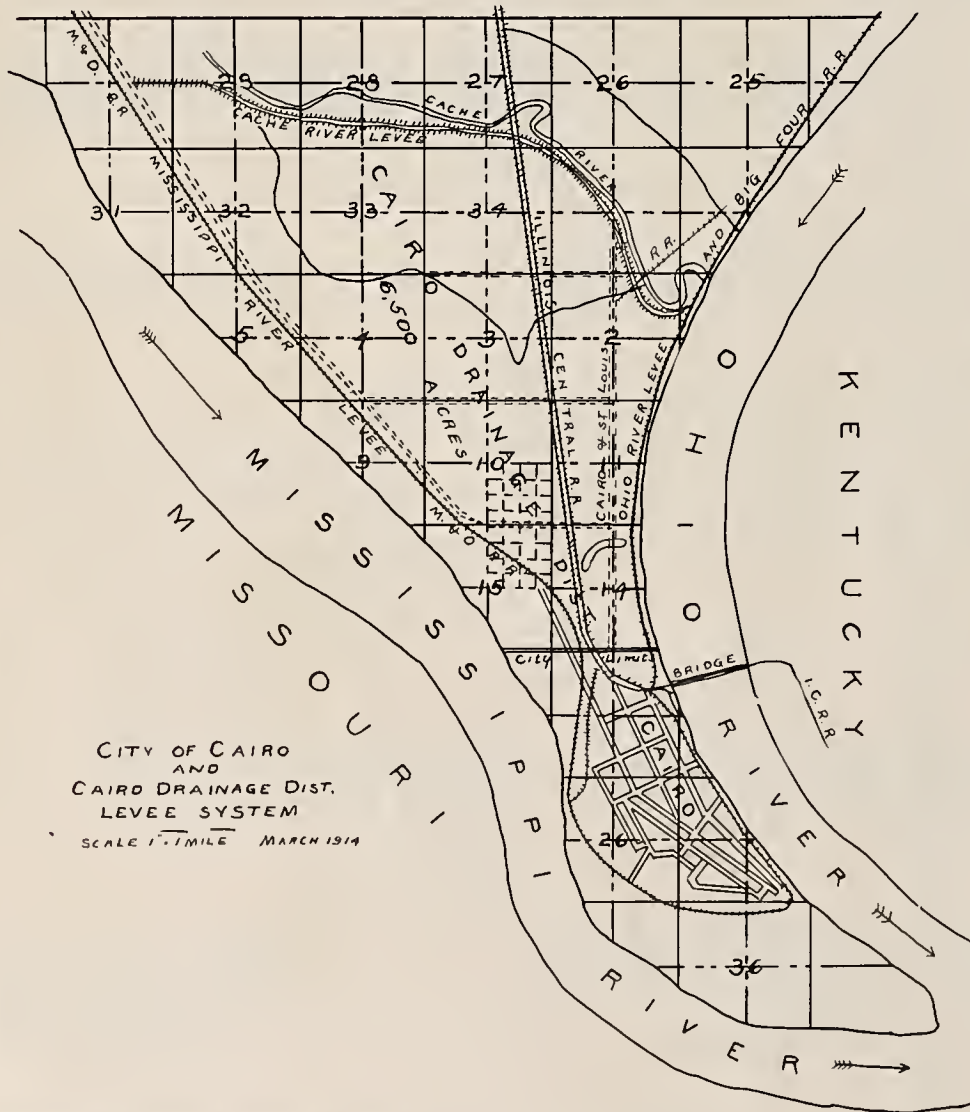
We are now located in our new banking quarters at Eighth Street and Washington Avenue. When in Cairo, you are cordially invited to call and inspect our facilities for the careful and complete handling of your business.

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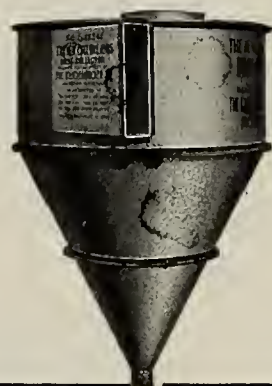
*"Fastest Growing Commission House in America"*

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**FLOUR and FEED MILL MACHINERY  
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**For  
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Insurance on Flour Mills and Ele-  
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**CHICAGO****MAKERS OF  
HESS DRIERS**The Original Brown-Duvel  
Tester for Alcohol.  
Price \$32.00.Ask us for a Free copy of the *Federal Corn  
Grades*, printed on heavy board. You'll be sure  
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### Did It Ever Occur to You

That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

**THE  
STRONG-SCOTT MANUFACTURING CO.  
MINNEAPOLIS, MINN.**Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic  
Scales, Invincible Cleaners, Knickerbocker Dust Collectors



## MEANING

The  
Liverpool Grain Storage  
and  
Transit Company, Ltd.

One of the largest grain concerns in the United Kingdom has ordered a HESS DRIER large enough to dry and cool 36,000 bushels of grain daily, after careful inspection of driers in America by one of its directors. The outfit will be installed under personal supervision of one of our Superintendents. We install driers anywhere on the globe. **When you want a real Grain Drier**

WRITE—WIRE—TELEPHONE

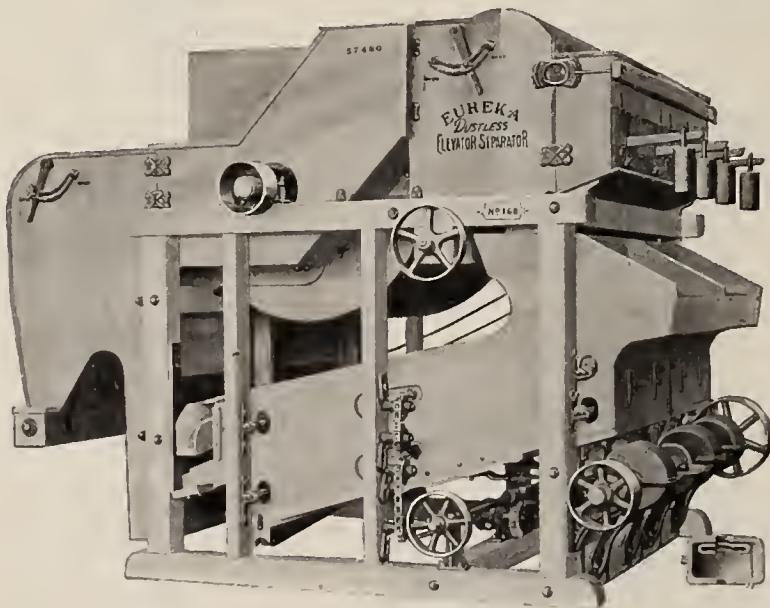
HESS WARMING &amp; VENTILATING CO.

910 Tacoma Building  
CHICAGOA Record Is Better Than a Promise

A Machine has made good only when the profits and economies from its use have so accumulated that it can figuratively turn to its owner and say "*I have paid for myself.*" Some machines never pay for themselves. The many users of the "EUREKA SEPARATOR" will tell you that it not only pays for itself but does so many times over.

Safe!

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Saving!

Simple!

Equipped with Multiblade all steel fans. Enclosed disc oiling eccentrics.  
Guarded gears and sprockets. Headless set screws. Safety collars.

A Trade Mark,  
"To Distinguish the  
Best from the Rest"



**THE S. HOWES COMPANY**  
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## Two Machines for the Price of One

THE No. 29 Double Blast "CLIPPER" CLEANER will give the same results passing the stock once through the machine that can be secured on an ordinary machine by passing the stock twice through.

It carries four full length screens mounted in two counterbalanced shoes. The stock passes over both sets of screens and through two vertical air blasts—equal to being cleaned twice.

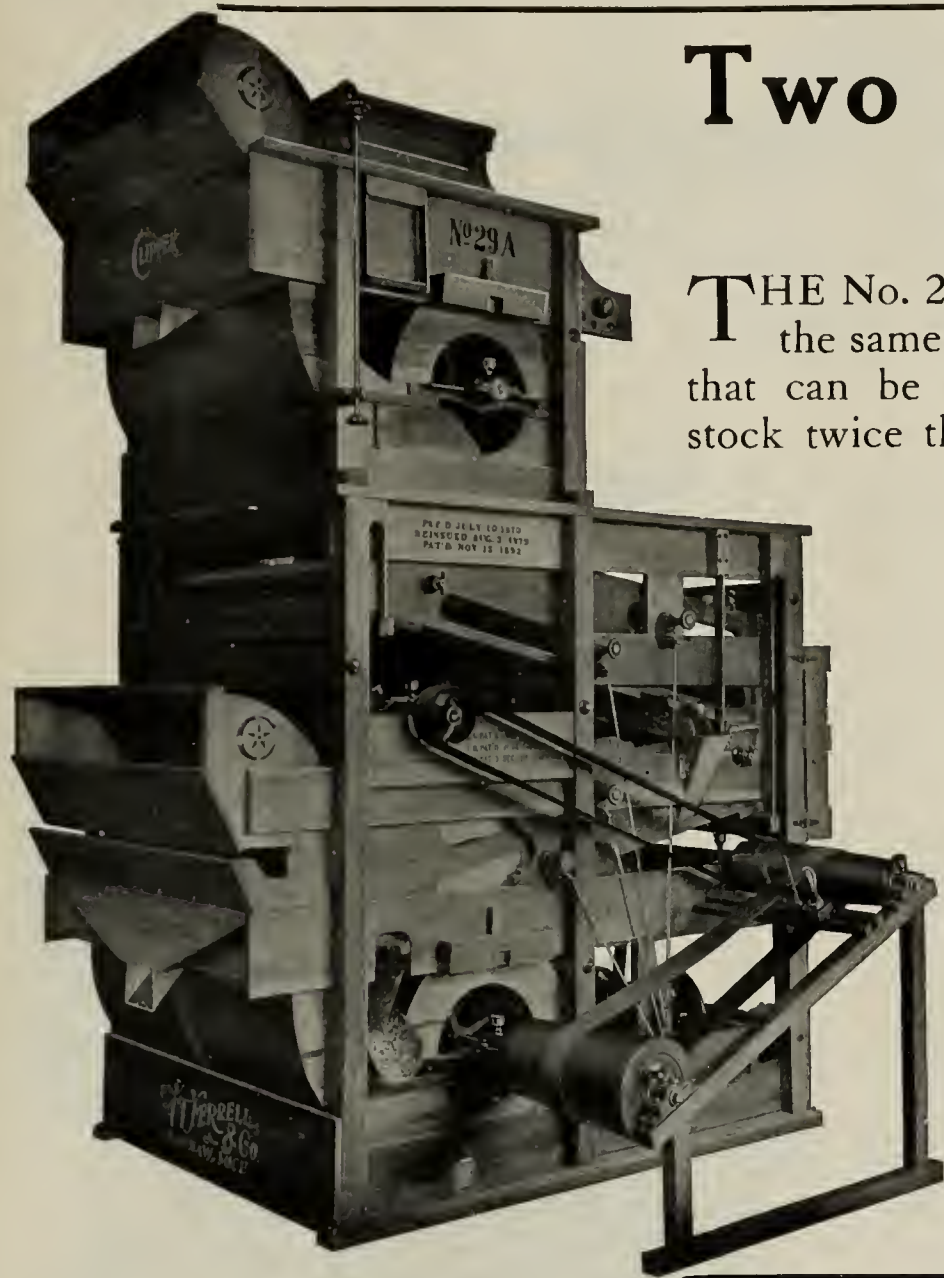
Each of the four screens is equipped with our Roller Bearing Traveling Brushes—the only perfect device ever invented for keeping the screen perforation from clogging.

The No. 29-A has no near rivals, and certainly is unequalled for the thoroughly satisfactory manner in which it handles all kinds of field and garden seeds, sweet corn, and for grading seed corn.

It is also equipped with the Special Air Controller, one of the many good mechanical features of our Cleaners. The Air Controller permits of wide variations of the air blasts and GUARANTEES ACCURATE RESULTS.

If you are looking for a machine with large capacity that will do the *best work* with the *least power*, write for our new catalogue No. 222.

**A. T. FERRELL & CO., Saginaw, W. S., Mich.**



## A SPLENDID CRITERION

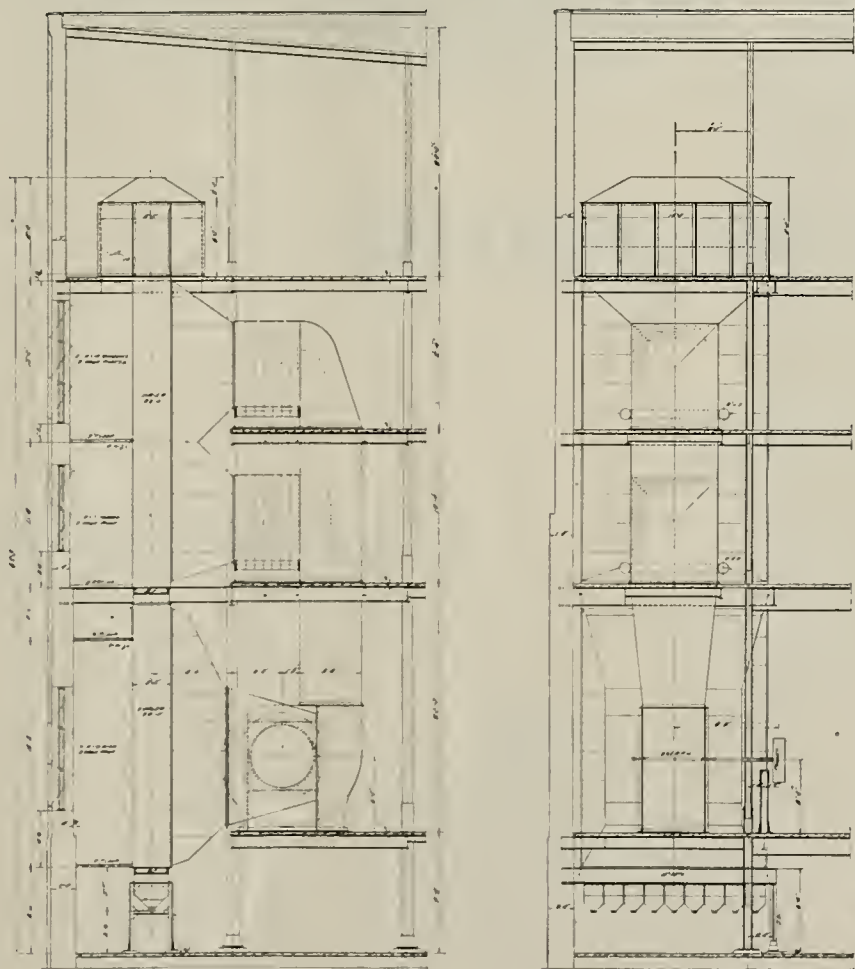
Of the growing supremacy of the ELLIS DRIER is the fact of a rapidly increasing demand by mills. The ELLIS DRIER is being adopted by many of the largest mills in the country because of the insistent policy of this company to produce quality in preference to anything else.

We have taken care to dry wheat and corn EVENLY by adopting THIN GRAIN LAYERS, but a thin grain layer is not alone sufficient to give satisfactory results so we incorporated what is known as a DOUBLE PRESSURE and EXHAUST system of air application. In other words we apply the heated air to BOTH sides of the grain layer, which method is exclusive with the ELLIS DRIER.

Then, as a protection to the grain from the parching effect of the heat we built the drier frames of WOVEN WIRE CLOTH. This is an expensive construction but it preserves the natural lustre of the corn and prevents blistering and cracking of the product.

Add to these vital characteristics the fact that the ELLIS DRIER exclusively incorporates a RETURN AIR SYSTEM, without the use of which real drying economy cannot be obtained and you have a few convincing reasons why the ELLIS DRIER is supreme as "THE DRIER OF THE CENTURY."

Furthermore, the ELLIS DRIER operates as a CONTINUOUS or DUMP FEED DRIER, is PERFECTLY SELF CLEANING and the power required for the fan operation has been reduced 50 per cent.



Quaker Oats Drier, Cedar Rapids, Ia.

The above drawing shows a recent installation made for the Quaker Oats Co., Cedar Rapids, Ia. The capacity of this single unit is 1000 to 1500 bushels per hour.

GRAIN  
DRIERS

**THE ELLIS DRIER CO.**

Postal Telegraph Bldg.  
CHICAGO, U. S. A.

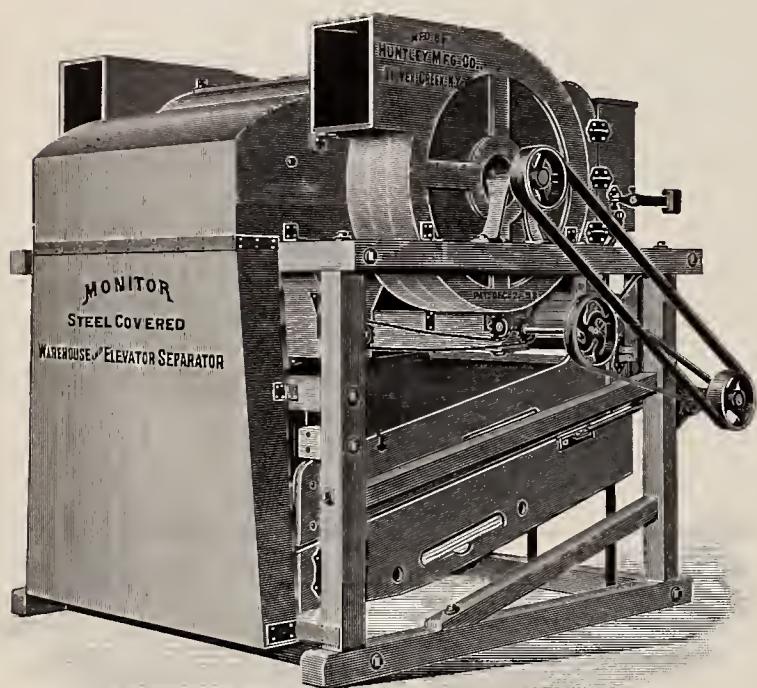
OAT  
BLEACHERS



# Monitor

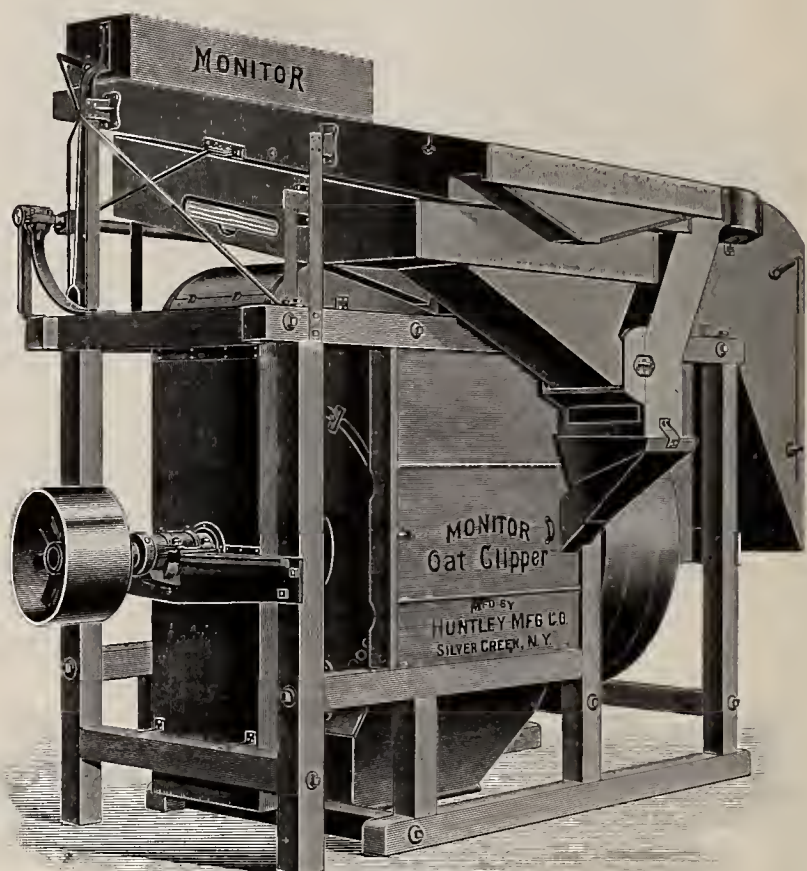
## Best in the World

### Grain Cleaners



134 Styles

### Oat Clippers



## Destruction-proof

### FIREPROOF

You are insured against loss from fire with a "Monitor" Fireproof Grain Cleaner or a "Monitor" Fireproof Oat Clipper. To-day the enterprising grain dealer works to the lowest possible expense—and insurance is an expense; many of them prefer buying a fireproof Cleaner or Clipper to paying higher insurance rates on an outfit that is not fireproof. In our 134 styles of "Monitor" Cleaners and Clippers we have attained superior fireproof qualities of a very pronounced character. A careful checking of all the largest fireproof storage and cleaning houses will show "Monitors" in greater numbers than any other make; why more fireproof "Monitors" if they do not carry the best features—surely we could not get and then hold fireproof grain cleaner and oat clipper sales above other makers if we did not have the best.

### WEARPROOF

Why use a fireproof Cleaner or Oat Clipper if not wearproof? Here is where "Monitors" excel—we have not sacrificed wearing service to get fireproof qualities—much to the contrary—our fireproof "Monitors" are capable of the same extraordinary work that made our standard-make "Monitors" the most-used Cleaners and Clippers in the world, in addition—fire cannot originate with them nor can fire destroy them. For refined, heavy-duty construction, simple, accessible mechanism, perfect manipulation and regulation—and the maximum of wearing qualities we can prove decided advantage to any grain handler who has a desire to thoroughly investigate such things. Again we say—if it's to be a fireproof machine, be certain also it's a wearproof machine.

### CAREPROOF

Consistent performance day after day—year after year—the most in good performance with noticeably the very least in care and attention—a "Monitor" feature attested to by thousands of users. As a safeguard against annoyance, troubles and expense in operating Cleaners and Oat Clippers you should use "Monitors"—the most-take-care-of-themselves machines. This feature of "Monitors" make them a favorite with grain dealers who know. Get posted on our several types of entirely automatic machines—the newest clean-cut innovations in machinery for the grain dealer. Our catalog No. 45 and other literature explains fully.

**HUNTLEY MFG CO., Silver Creek, N. Y.**

The world's largest manufacturers of high-class grain and seed cleaning machinery.



A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

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VOL. XXXII.

CHICAGO, ILLINOIS, MAY 15, 1914.

No. 11.

## A New Indiana Transfer and Cleaning Elevator

Some Interesting Construction Details of a Recently Constructed Plant at Winchester—High Class Cleaning Machinery—Well-Designed Receiving Department—Driven by Individual Motors

ANY future historian who writes an authentic account of the grain trade of Indiana will have to give considerable space and importance to the Goodrich Brothers Hay & Grain Company of Winchester, Ind. This firm, known as shippers of hay, grain, seeds and wool, was incorporated in 1898 with a capital stock of \$100,000, and now besides its new cleaning and transfer elevator at Winchester, Ind., shown in our illustration, oper-

ates ten country houses on the lines of the Big Four and C. & O. Railroad of Indiana, at Gaston, Farmland, Durbin, Snow Hill, Westfield, Jolietville, Gadsden, Chesterfield, Malden and Boone Grove. All the grain from these elevators is cleaned and transferred through their new house.

Five of these country elevators were built by the Burrell Engineering & Construction Company of Chicago, and when the Winchester firm's old trans-

fer elevator burned last June they immediately contracted with the Chicago company for a new house, which was commenced at once and finished March 1. The seed house and flour warehouse, also shown in the illustration, which were under construction by the Burrell Company at the time of the fire, were completed December 1 of last year.

The new transfer and cleaning elevator is built of reinforced concrete with fifteen square bins, giv-



GOODRICH BROTHERS HAY AND GRAIN COMPANY ELEVATOR, WINCHESTER, IND.  
Designed and Built by the Burrell Engineering & Construction Company, Chicago.



ing a total capacity of 100,000 bushels. In ground dimensions it is 40x50 feet and 84 feet from the top of the rail to the top of the bins. The total height of the elevator from the foundation slab to the top of the cupola is 119 feet. The grain is received either from farmers' wagons or from cars and is handled by five elevator legs before reaching the following machinery equipment: One Monitor Clipper and one Monitor Corn and Grain Cleaner; one Sidney Sheller; Western Chain Feeders and Western Overhead and Drop Dumps; Fairbanks Hopper Scale. All the rope drives and elevating and conveying machinery was supplied by the Wel-ler Manufacturing Company of Chicago.

The seed warehouse is three stories in height and 30x36 feet, ground dimensions. It has concrete floors, posts and girders, while the walls are of brick. It is equipped with an A. T. Ferrell & Company Clipper Cleaner and Monitor Seed Cleaners, with the necessary complement of steel elevator legs and conveyors. All the machines are driven by individual motors.

The flour warehouse is of same construction as

the seed warehouse, except it is 30x80 feet and two stories high. Both seed house and flour house are equipped with freight elevators and dormant scales.

The facilities of the plant also includes an Ellis Drier and a Special Burrell Bleacher in a separate brick and concrete building. The Ellis Drier is of the independent cooler type capable of handling 500 bushels per hour heavy drying, and 750 to 1,000 bushels an hour on light work. It is said to be one of the finest drying plants in Indiana.

The power plant consists of a 200-horsepower Cor-less engine in a separate fireproof building. In connection with the power plant is a reinforced concrete chimney about 110 feet high.

The Goodrich Brothers Hay & Grain Company is one of the oldest and most favorably known grain firms in Indiana. It does a very large business in the East, giving especial attention to hay, seeds and wool. Its organization is as follows: J. B. Goodrich, president; W. W. Goodrich, vice-president; P. E. Goodrich, secretary-treasurer; J. P. Goodrich and E. S. Goodrich, serve as directors of the company with those already named.

cerns whose volume is sufficiently large to keep an elevator going still prefer to pay a public plant for service, and to use the major portion of their capital in grain turnovers. Experience only can determine which is the more profitable plan.

Along the same line is the proposition that the operation of an elevator means troubles of a practical kind which may tend to confuse the issue. As suggested, it is the dealer's business to buy and sell; the elevation and storage of his grain is an incident to his business, and not the business itself. When he starts a power plant in operation, and organizes a crew of laborers for handling the elevator, he inevitably brings into the situation new factors which have not appeared in his equation previously. Of course, he may have an efficient superintendent, who will relieve him of many of the details of the elevator end of the business; but he must give some time and thought to it, and this time and thought might have been spent more profitably in getting a new customer or closing an important deal. That is another question which must be considered.

One of the reasons given by a well-known grain dealer, who is strongly in favor of operating his own elevator, however, is that his transactions are kept to himself to a much greater extent than is possible where the business is put through a public elevator. It is true that if his competitors desired to learn what he was doing, they might secure the information from other sources; but when the trade is taken care of by the public plant, it is an open book for everybody, and he who runs may read. Whether this is a serious disadvantage or not is to be determined by the nature of the business. In some cases it is likely that it is a handicap; in others it doesn't make much difference.

Service to one's customers is a phase of the subject which suggests that the private plant can be made a good talking-point in getting business. The fact that immediate attention can be given to orders, and emergency shipments rushed through, usually, with better results than when the order is one among a great many put in by various concerns with the public elevator, should enable the owner of a private plant to make deliveries a little more expeditiously than otherwise; certainly, the opportunity is there, as well as the opportunity to point out this phase of the situation as a means of getting business. It seems to be a legitimate selling argument which might be made more of than it is by those who have elevators of their own.

The average consumer in every line nowadays likes to buy from "headquarters." The man with an elevator comes nearer to realizing this condition than the concern which limits its "plant" to desks, typewriters and filing equipment. As suggested, this may be merely a matter of prejudice on the part of the buyer; but if it exists, there is no disadvantage in appealing to it.

The man with his own elevator has a more flexible business than the concern which does its business only by means of the public plant. If he decides to go after small trade in addition to his carload business, he can do so; and sometimes the wagon business is well worth while. He can give that "special attention" to the requirements of his customers which is the latter's delight; and he is lord of all he surveys.

This casual discussion of the situation has been written chiefly for the purpose of marshaling the advantages and disadvantages on both sides of the question and not with the intention of attempting to settle the problem one way or another. As a matter of fact, the decision in each case will depend chiefly upon the conditions pertaining to that particular business, rather than upon generalities.

Canadian statistics show that 97 per cent of the record wheat crop of 231,717,000 bushels proved of merchantable quality and that at the end of March but 16.5 per cent was held in the farmer's hands.

It is said that exceptionally favorable terms have been offered by the Missouri, Kansas and Texas Railway to the farmers who will seed adjoining right of way to alfalfa this year. Much of the land will yield from three to five cuttings.

## Public Versus Private Elevator

The Advantages and Disadvantages of Dealing Through a Public Elevator—Many Elements Involved Affecting Both Sides of the Case—The Issue Put Squarely Before the Grain Dealer

By G. D. CRAIN, Jr.

**A** QUESTION which every grain dealer must consider at some stage of his career is: Ought I to operate my own elevator? This question, of course, does not obtrude itself as long as his business is not sufficiently heavy to keep an elevator, if he had one, operating pretty constantly. When he reaches that stage, however, he can hardly help taking the pros and cons of the situation into account, and attempting to determine for himself which is the paying proposition.

In some large markets the dealers seem to be favorable to the operation of individual elevators, while in others the public elevator gets the bulk of the business. Such conditions suggest that the trade has been in the habit of following local custom, rather than working out the proposition on some logical basis.

The first and most obvious advantage of the public elevator is that it automatically adjusts itself to the volume of its customers' business. The grain dealer who is doing a big volume of business at one season and is working along on half rations the next cannot fail to realize that a big convenience has been afforded him in being able to pay a fixed charge for the service, no more in proportion for the small business than for the large. He can take a vacation without thinking of the fixed expenses of elevator operation, which would be piling up on him if he owned his own plant.

The public elevator therefore is in a position to serve the business of any size, and of varying volume. It can take care of the operations of the small and the big dealer alike, giving each the same service. Everybody is on the same footing as to expenses, and those in the business using its facilities know that it is an even contest, with no favors for anybody as to the cost of handling the material.

It is in this connection that another advantage appears. That is, the dealer knows in advance exactly what it will cost him to handle his business. The charge is established, and he can take it definitely into account. The owner of the private elevator can learn from experience what it has cost him to take care of the business in the past, but he cannot say with assurance that the cost will not vary in the future.

Possible variations of this kind, depending chiefly, of course, on variations in the volume of business, have a direct and decisive effect on profits. If the volume is big enough to lower the overhead expense, the profits are considerable; but if the total amount of grain handled has been insufficient to

keep the plant operating at capacity, which means at its topmost efficiency, the chances are that the profits will have been wiped out. That is one of the things which the owner of a private elevator must take into account, and is without much doubt a big advantage to the customer of the public elevator.

And it is quite within the bounds of probability, though by no means certain, that the public elevator, operating with a constant large volume of business, can handle the business more economically than the private elevator with its distinctly limited volume of business. This is doubtless true up to a certain point; after that, of course, the chances are that it is not true. There is no reason why an elevator, handling a sufficiently large amount of grain for a private owner, should not handle it just as cheaply as the public elevator. The reason suggested above, that the public elevator can keep operating a little more constantly than the private plant, which is subject to the variations in the volume of the business of an individual concern, of course has its bearing on this question, though the chances are that a general dullness, such as is being experienced at present, would hit the public elevator just about as hard as the private plant. And, at any rate, the proposition seems to be offset by the fact that the private plant can save to the owner the profits which would have to be made on the business if it were handled through a public elevator.

Another place where big plants of the latter type sometimes score a saving is through having no waste labor. They often use a plan of employing crews to handle the work just as they are required, paying them so much per car, or basing their compensation on some other unit. The private plant perforce must employ a permanent crew on regular wages; and if the work is not heavy enough to keep the crew busy, the grain dealer suffers.

The erection, equipment and maintenance of an elevator require an investment of capital which deprives the grain concern of just that much money which would be available for the conduct of its business, the buying and selling of grain. The investment may be profitable; yet, primarily, it might be said that it is not in the business to make money out of elevator operation, but out of deals in corn and wheat and oats. It might make more money by using all of its capital for the principal business in which it is engaged. It seems to be apparent that this is one of the main reasons why many con-



## Additional Chicago Grain Storage

New Keelin Elevator Just Completed—Takes Place of One Burned Last Fall—Up-to-Date Feed Mill Operated in Connection with Elevator—A Small But Compact and Efficient Plant

THE storage capacity of Chicago has been increased by 65,000 bushels. This might not be considered by some as a very important or noteworthy addition to the millions of grain storage capacity of which this world renowned grain center is able to boast, but we are taught not to despise the day of small things. And he who does so remains in mortal error; therefore full credit must be given to the parties responsible for this increase, to-wit, T. W. Keelin, owner, and the Macdonald

Grain arrives by cars and is dropped into a track hopper having a capacity of one car load. It is thence spouted direct to the elevator boot and elevated to the cupola, where, by means of a crane spout, it is delivered into anyone of the bins. It is then cleaned or ground into feed in the feed mill and spouted into the bins below.

The plant is equipped with a Humphrey Employees' Elevator for the convenience of the workmen, and a steel stairway also leads from the first

## VELVET BEANS THE EQUIVALENT OF CORN

BY N. L. WILLET.

That the cattle industry of the future in this country will be centered in the South is not an idle statement made by our Agricultural Department. The necessity for it all is absolute. It is true that Southern cattle, as beef makers, have not in the past had standing in the markets. But it is now established, beyond all doubt, that Southern cattle—semi-runs—are not the products of Southern climate or Southern foods, but are the product of the cattle tick. We have now learned the processes, and soon under a compulsory law there will be absolute freedom and universal freedom from ticks throughout the South. With the tick removed cattle grow-



THE ELEVATOR AND FEED MILL OF T. W. KEELIN, CHICAGO, ILL.  
Designed and Erected by the Macdonald Engineering Company, Chicago.

Engineering Company, Chicago, builder of this most complete and modern plant.

Mr. Keelin's new elevator takes the place of one burned last fall. The entire plant comprises a feed mill, elevator, hay storage warehouse and stable for housing 40 teams. It is located at 4553 West Lexington street on the tracks of the Belt Line Railway, and while the elevator is of reinforced concrete, the remaining buildings are of brick.

The elevator consists of a basement, first story of fifteen feet, bin story, feed mill, second bin story and cupola. The feed mill thus bisects the bins. The basement contains a car puller and the first floor or story is used for bagging and shipping. Leading from this floor is a 50x125 foot covered loading court and driveway for wagons. Above the first floor and resting on a concrete slab without beams the bins rise a height of 55 feet. The feed mill above these bins contains one double Monarch Feed Mill, one single Monarch Feed Mill and one Monarch Cleaner, all supplied by Sprout, Waldron & Company, of Muncy, Pa. Above the feed mill the bins continue a height of 23 feet to the cupola.

floor to the cupola. The four-story warehouse has dimensions of 45x50 feet and its stable is 30x155 feet. All machines are driven by a motor, located in the feed mill story.

Cereal importations into France proved larger than usual this past year, owing to weather influence on home crops and ever-increasing demand of French consumers.

The Government grain elevator at Port Colborne, Ont., made a new record for itself last year, bandling 21,441,828 bushels of grain. This amount was only exceeded by one Buffalo elevator among all those on the lower lakes. The earnings are reported to be \$53,047.

An alfalfa mill company at Phoenix, Ariz., has opened up a new field of demand in southern California and landed a daily order of 30,000 bushels with the Los Angeles Alfalfa Milling Company. The former company has accomplished this as result of making a thorough study of requirements of alfalfa stock feed and a careful buying campaign of raw materials.

ing will simply be a matter of proper food, for certainly we have the climate.

It is not generally known that the cattle industry of Australia and New Zealand is largely dependent on Bermuda grass and known by them as couch grass; and that the same industry in the Argentine depends largely upon Burr clover. A perfect habitat for both of these, however, and in combination, is to be had in the South Atlantic and Gulf States. As a pasturage proposition both of these hays are perennials, both grow well in the self-same ground, and make, too, an all-the-year evergreen pasture—the Bermuda growing green in the summer and the Burr clover in the fall and winter.

Bermuda seed which formerly came from Australia, now can be had cheaply and in large amounts in our own Southwest; Burr clover for seed in the hull can be largely obtained in the South, or can be had in the hulled state as taken from Argentine sheep's wool in Europe and afterwards hulled.

But since beef needs, aside from grass, a hardening food similar to corn, an abundance also of this



## Congressional Hearing on Lever Bill

Prominent Grain Men from All Sections of the Country Appear Before the Committee on Agriculture of the House of Representatives and State Views on Proposed Legislation

[SPECIAL WASHINGTON CORRESPONDENCE TO THE "AMERICAN GRAIN TRADE"]

food in the cheapest possible form is furnished by Velvet beans. These legumes which grow in the poorest soils and whose vines run 20 to 30 foot, and bear along the length numerous bunches of beans in the pod (often weighing from 1 to 2 pounds per bunch), furnish an ideal hardening cattle ration, 6 or 7 tons per acre. They are grown in corn, stalks of which hold up the vines. Cattle turned in the fields will fatten on vines and beans from early frost to February.

Neither the cattle raisers of the West who are now looking out for new fields, nor even the Southerner knows really what ideal conditions, so far as food is concerned, can be had for cattle raising in the South. One of the largest dairymen in the South Atlantic States, near Augusta, Ga., has been growing annually for many years 1,000 acres in Speckle Velvet beans for winter cattle grazing. This year he is growing these beans in series viz—The Yokohama beans which ripen earliest and in September; the Chinese bean which ripens next, about October 20th; and the Speckles which produce a large amount of beans in the milk and which are perfect for feeding, but which in middle Georgia do not get hard in the pods.

## AN UNUSUAL ACCIDENT

The locomotive engineer admitted that he had hit the plaintiff with his engine. "And was the man on the track?" thundered the prosecuting attorney.



THE WRECK OF THE POLLOCK ELEVATOR AT MIDDLEPOINT, OHIO

"No self-respecting engineer would chase a man into the woods," answered the engineer quietly.

If there are any ethics among engineers against going out of the way to injure property or threaten life, they were forgotten by the switching crew on the Pennsylvania Railroad at Middlepoint, Ohio, on April 13. Perhaps the day of the month had something to do with it,—at any rate the crew certainly forgot their railroad manners, for they ran a train 65 feet beyond the end of the switch, crossed the street, completely demolished the engine house and the west end of the H. G. Pollock Elevator and wrecked the box car.

The debris took fire from a stove in the engine house, but the switching crew succeeded in pulling the car out and the elevator force extinguished the fire with their chemical fire extinguishers before any further damage resulted.

An adjuster for the railroad company lost no time in getting on the scene and requested Mr. Pollock to rebuild his house and promised that the Pennsylvania Railroad would stand the entire expense. On these terms the work of repairing the damage was started at once and is now nearly completed.

THE hearing before the Committee on Agriculture of the House of Representatives on April 27, brought together a representative group of grain dealers from the country stations and from the great exchanges. The point upon which these two separated interests diverged was in the relative value of Government supervision and Federal inspection. The representative of the northwestern farmers wanted inspection, the rest of the country wanted supervision. So far as dealing in future trades was concerned both interests were as one.

Dr. J. W. T. Duvel and Dr. Carl Alsberg of the Department of Agriculture were the first witnesses called by Congressman Lever. They outlined shortly what had been done in establishing grades for corn and what was proposed for the other grains. Then A. E. Reynolds who, as chairman of the Legislative Committee of the Grain Dealers' National Association, had been most active in ascertaining the views of the grain trade of the country and forming his proposed alterations of the bill accordingly, was called upon the stand and testified that the National Association was in favor of Federal grades and Federal supervision of inspection. He pointed out that such a plan would be to the advantage of the farmer, inasmuch as Federal inspection would not do away with state inspection, and that it would, in many instances, duplicate the service and the cost. He stated that as 70 per cent of the grain sold did not enter into interstate commerce but was sold in the state in which it was grown, that to that extent the farmers would be denied the advantage from Federal inspection, but that if the state service were supervised by the Government the service would be in every particular just as good.

George A. Wells suggested that provision should be made in the bill for the inspection of imported grain as well as exported, and W. T. Cornelison of Peoria pointed out that it was essential that the bill define the time and place at which any inspection must be final. The Legislative Committee of the National Association then presented proposed amendments to the bill covering the points mentioned. The chief amendment was Section 8, which was revised as follows:

After grain has been inspected by a licensed inspector and such grain has been sold, offered for sale, transported, or delivered for transportation in interstate or foreign commerce, and a certificate of inspection issued therefor, said certificate shall be accepted in the courts of the United States in all suits between interested parties, or their privies, as prima facie evidence of the true grade of the grain in question: Except that, provided, whenever a dispute arises, before the grain has left the jurisdiction of the department at the place where inspected, as to whether such grain, for which standards have been fixed and established under this Act, is in fact the specified grade of such standards. Any interested parties may appeal the question to a Board of Government Supervisors, and said Appeals Committee shall issue a certificate of inspection according to its findings, and in such an event this certificate shall supersede the inspector's certificate, and this grade shall be final as between such parties and their privies. In such cases the party, or parties, appealing the question shall pay to the Secretary of Agriculture, and the Secretary shall charge, and cause to be collected, fees, in amounts to be fixed by him to cover the cost of such investigations, tests, and gradings. All such fees shall be deposited and covered into the Treasury as miscellaneous receipts.

The suggestions of the National Association were endorsed by representatives of various associations as follows: W. J. McCabe, for the Duluth Board of Trade; E. J. Furlong, for the Milwaukee Chamber of Commerce; H. H. Bingham, for the Louisville Board of Trade; J. L. Messmore, for the St. Louis Merchants' Exchange; D. F. Piazzek, for the Kansas City Board of Trade; C. D. Sturtevant, for the Omaha Grain Exchange; J. L. Barr, for the New Orleans Board of Trade; F. O. Paddock, for the

Toledo Produce Exchange; C. A. Magnuson, for the Minneapolis Chamber of Commerce; Nesbit Grammer, for the Buffalo Corn Exchange; and W. R. McQuillan, for the Cincinnati Chamber of Commerce: All of these delegates appeared as witnesses and spoke for the proposed changes.

On Thursday morning, April 31, C. B. Riley, representing the Indianapolis Board of Trade, testified that the Indianapolis body was in favor of Government supervision but that it objected to the use of private brands to designate certain specified grades of grain.

Hon. Frank Funk, a member of the Illinois Public Utilities Commission, appeared before the Committee as a farmer and said the Illinois farmers would be satisfied with supervision, and that future trading was of benefit to the farmer.

The afternoon session on Thursday was taken up entirely with the testimony of C. B. Pierce of the Chicago Board of Trade, who gave a most able and interesting account of the manner in which the suppression of future trading would effect the producers and consumers, showing that the handlers of cash grain would have to protect themselves by larger margins if they could not take advantage of the insurance afforded by hedging. All of the members of the Committee fired questions at Mr. Pierce and he answered every one in the most frank and open manner. One question involved the alleged advantage of the terminal market traders and the ease with which they could appeal if inspection did not suit them, while the country shipper did not have that advantage. Mr. Pierce pointed out that it was to the advantage of every commission man on the Board to have the grain he handled graded as high as possible and that therefore through the commission houses the shippers were as well protected as though they themselves were on the field.

Mr. Pierce suggested that the Government supervisors should not wait for the Government to establish grades on all the grain but should be appointed at once so that they could become familiar through actual contact with all the grades handled in the markets. He said that under Federal inspection a force of at least 1,000 men would have to be added to the Government pay roll, while a few supervisors, adequately paid, could do the work. He also suggested that a heavy punishment be inflicted for the drawing of false samples by samplers. He stated that there was no combination between the Chicago, Minneapolis and Duluth Boards of Trade, nor between the several members of the Chicago Board, but on the contrary the meanest and most unbridled competition prevailed.

On Friday morning after C. F. MacDonald of the Duluth Board of Trade had made a short statement, J. W. Shorthill, of Hampton, Neb., appeared to testify. Mr. Shorthill represented the farmers and grain dealers of the Northwest, some 250,000 in number. He did in fact represent them as they had directed, although it was evident that at times he was acting under instructions rather than following the promptings of his own convictions. He stated that the farmers wanted Federal inspection and would be satisfied with nothing else. The Lever Bill, he declared, would be but a step in the right direction but would not correct the evils complained of by the trade. He said that the body he represented wanted to insist upon civil service rules for inspectors, that a time limit should be set for the reinspection of grain, that no employe of a grain firm or exchange should be allowed to inspect grain, and that there should not be Federal inspection on interstate shipments between farmers.

F. J. Lingham, Lockport, N. Y., president of the New York Millers' Association, who was the next



May 15, 1914.

witness, showed how necessary hedging operations were in his business and stated that no large sales could be made except on a very liberal margin. This testimony showing the effect of hedging on the consumer, and in connection with the former testimony which had brought out the benefit to the producer, a pretty strong case was made for those who believe in future trading.

R. L. Barr, of New Orleans, brought some most important testimony consisting of letters received from the Corn Exchanges of Liverpool and London, in which the Government grades on corn were endorsed and the policy of Federal supervision of inspection of export grain was approved. The letters stated that the foreign trade would be greatly encouraged by the proposed uniformity of grades. Speaking for the New Orleans Exchange Mr. Barr said that they were in favor of Government supervision and grades and endorsed the action of the National Association. New Orleans is the first of the "Five Ports" to come in line, and considerable opposition has been threatened from the others who frankly declare that they do not wish to have the Government take a hand in grain exports, giving as the reason that the foreign trade is satisfied with the present arrangements and would find grains generally out of line with foreign prices if the Government grades were insisted upon. The letters from the two great Exchanges of England go to show that this position is untenable.

On Saturday James T. Bradshaw and John A. Knox, both experienced in Missouri public service affairs, endorsed the proposed Act with one or two suggested changes. D. H. Stuhr, of Iowa, was heard at some length, his testimony for the most part being directed against the terminal markets which he pictured as unscrupulous organizations which "won't stop at anything. They will get the farmer any way they can. If they can't get him on the cash grain, they get him into speculating and fleece him that way."

J. Ralph Pickell, of Chicago, submitted tables showing that the fluctuations in the price of May wheat over a series of years is really very small.

This completed the hearing for the time, an adjournment being taken till the following Thursday. It was evident throughout the hearing that the committee was desirous of getting facts and that the resulting legislation, so far as the bill is concerned, would be without bias or prejudice, but with the sole intent of benefiting the country as a whole with justice to producer, consumer and the grain trade. The trade can rest easy on the assumption that their interests will be fully protected, for there is full realization among the members of the committee, what disastrous consequences might follow ill advised action.

On Thursday, May 7, an opportunity was given to representatives of the farmers of the Northwest to present their side of the case, and to Representative Manahan, who delivered a diatribe against the Chi-

cago Board of Trade. Among the charges which he made against the Exchange were:

Prices of grain are made, under the present intolerable market conditions, not by the supply and demand of grain, but by the arbitrary will and to satisfy the insatiable greed of gamblers. The speculators of the Chicago Exchange, operating in defiance of law, under cover and protection of a servile inspection system, by the use of enormous quantities of doctored and depreciated grain held by them as licensed warehousemen, are able to hold prices at approximately any level that will suit their purposes.

In 1909 their purposes were served by bulling the market to a farmers' level of 99 cents in spite of the overproduction of that year. In 1911 their purposes were served by holding the farmers' market down to the 80's. This year and last year, and every year, the great grain octopus of Chicago has power to set the general level of prices for grain gamblers the world over.

Thursday's hearing more nearly resembled the one held before the Rules Committee on March 3, but the temper of this committee is quite different, and the intemperate and unproved charges which were made will not be accepted in the same spirit of credulity which the Rules Committee displayed.

The matter is now in the hands of the Committee and the trade can rest assured that the bill which will finally be presented will be a good one and just as fair as it is possible to make it. Chairman Lever is in touch with both the farmers and the grain interests and will endeavor to act with justice to both.

## A NEW LIGHT IN BUFFALO HARBOR

BY WALTER B. STARR.

The recent completion of the new light station on the south side of the north or main harbor entrance begins a new chapter in the history of Buffalo harbor.

Buffalo's first lighthouse was built in 1820 and stood near the present life saving station. In 1826 the north and south piers were built to protect the shipping, which increased almost miraculously in amount after the completion of the Erie canal in 1825. During 1833 the light was moved to the stone tower on the south pier, and ever since that time has been the main harbor light.

After the war Buffalo harbor received almost the first attention of the government engineers, who recognized its great importance, and in 1868 the south breakwater was begun—a wooden crib filled with broken rock about a half mile from shore. This might have been not only not a safeguard, but a real menace to navigation, had not a lighthouse been built near its south end (the site of the 1914 structure) in 1872—the first breakwater light.

In 1886 the wooden breakwater began to deteriorate and its reconstruction in concrete was begun. This was the first work of its kind in the United States, but proved highly successful and has continued in several stages and at intervals, until ultimately the whole breakwater will be rebuilt of concrete. The lighthouse crib also suffered from the

elements at those points not continually submerged, and in 1899 the crib was covered with vertical plank to prolong its usefulness. The light (a fixed red of the fourth order) was raised twelve feet at the same time, to a point 53½ feet above the mean lake level. Its lantern (or glass cabin sheltering the actual light and lenses) while on its temporary stilts, encountered one of the strongest winds in the memory of the oldest inhabitant and was given up for lost, but owing to the care and foresight of the men in charge, this \$3,000 beacon was undamaged. In 1909 the steamer *Frank J. Heffelfinger* collided with the lighthouse, carrying away the overhanging deck, the davits, boat and landing ladder. In view of this and several less serious accidents, a fender of pilcs has been erected to protect the new building.

The new light itself, which is to be the main harbor light, or "landfall," is of the oil vapor type, about 1,000,000 candlepower. It is a white, flashing (or intermittent) light, and owing to its elevation of 65 feet above the lake level, will be visible from vessels 18½ miles away. On Lake Erie or Lake Ontario there is no other combination of light and lenses so powerful as this.

For the protection of vessels in thick weather, the first fog signal was erected on the breakwater in 1880. This was replaced in 1893 by a bell and a ten inch steam whistle, which so disturbed the citizens of Buffalo that the government was persuaded to build a deflector to the landward, which sent practically the whole sound out over the waters and relieved the ears of land dwellers.

The fog signal of 1914, a diaphone, is the first of its kind in this country, the most modern and effective sound producer yet devised for this purpose. It is in type like a reciprocating siren and emits a sound that is highly characteristic and peculiar.

For a foundation for the new light the crib under the old lighthouse has been used. It is of wood, filled with stone, extending down to the solid rock. The new construction began four feet below the water line and concrete blocks weighing fifteen tons each were first placed, to bring the structure above the lake level. From this point massive concrete walls inclosing the lower part of the steel work extend up to the main deck.

A structural-steel frame forms the skeleton of the building. This is faced with buff brick, trimmed with granite, in order to be a distinctive landmark by day. In every respect this \$60,000 building is thoroughly modern and up to date. The windows and doors are protected by steel shutters, for experience teaches that the water, at times, will be dashed clear over the top. The interior is finished in white, enameled brick for the most part, with hardwood floors. It contains the office, watch-rooms, engine-rooms, three bedrooms, a kitchen, several storerooms and two bathrooms, with running, soft, hot and cold water.



THE NEW LIGHTHOUSE AT BUFFALO. THE AFTERNOON SUN GIVES THE EFFECT OF MOONLIGHT ON THE HARBOR



## The Romance of Grain

## A History of Grain and the Grain Trade of the World from Remote Ages

By JOHN McGOVERN

Author of "The Fireside University," "Hospitality," "Paints and Pigments," "Trees," "An Empire of Information," Etc.

## CHINA [CONTINUED]

TWELVE men in China will get support from an acre of Wheat; in England, two. But six times as much work is put on it in China as in England.

## POOR LANDLORDS.

In the Rice-region of Wen Chow three-fifths of the land is rented. The tenants give half the crop—about \$21 to the acre, with about \$13 of other net profit. The landlord's net rent is about 5 per cent, and the landlord is frequently poorer than the tenant. A widow may own only one-sixth of an acre. These relations, of poor landlord and tenant at least no poorer, have gone on for ages, and work out without ill will.

## FLOUR.

About the time that 20,000,000 bushels of Wheat were fed to the swine in America (say 1894), in order to keep down the price of Corn, our exporters found it at last practicable to sell flour to the Chinamen. As has been seen in the affairs of Mr. Wang, certain parts of China have always grown wheat—some 20,000,000 bushels a year, in fact—but flour as a food in a great deal of China and Japan was a new thing as late as 1890. Now the Provinces take 500,000 barrels a year from the foreign devils—the Fank-We (Ferenzi, Frenchmen).

## XIX.

## VENICE.

## THE RIALTO.

We may now enter, as it were, upon a second stage of the world's history as we get it in our records. When the Goths and Vandals, with their temple and grain treasury on wagons drawn by the sacred oxen, guided by the star Isis, descended from the north on Rome and Athens, they put back civilization 1,500 years, and, after some centuries, reduced European rulers to a condition in which it was held to be undignified to be able to write one's own name.

Some hardy fishermen were driven into the isles of the Adriatic Sea, and Venice was founded on the waters because there was no safety on the mainland. On an island called the Rialto modern commerce and credit were born, or were adopted from Tyre, as Tyre had borrowed from Babylon; and Venice, a thousand years in existence, at last controlled the trade of the world. For seven hundred years the credit or debt of the city circulated as money.

As there were no vast standing armies and the Venetian population was not extraordinarily large, the grain trade was reduced below the figures of classic times; but the public granaries of Venice were always full, as the Council of Ten must be assured against both siege and famine.

Great pains were taken to wash these granaries before an expected siege.

One of the conspicuous works of the chronicler's genius is Smedley's "History of Venice," where the story of the great, beautiful and peculiar city reads like a romance.

Many other Mediterranean cities arose in imitation, and finally in rivalry, of Venice,—Genoa and Barcelona taking the lead,—and it was their efforts to escape the mastery of Venice that led to the voyages of both Vasco and Columbus.

## XX.

## THE MOORS.

## FAIRS.

The Arabs carried commerce to the western and Christian world, as the Phoenicians had carried it to the Druids and cannibals. The agricultural and pastoral peoples began to tolerate merchants at the fairs, where the Barons entertained the masses and diverted themselves.

## XXI.

## PORTUGAL AND SPAIN.

## THE WORLD A BALL.

In the latter part of the fifteenth century the ships of the Spaniards and Portuguese reached India, discovered America, and took charge of the sea commerce of the world.

The effect on the home Grain trade was bad, and the domestic Wheat product of Portugal fell off three-fourths. Ships taking out manufactures brought back grain, and farm-hands, lured by higher wages, entered the manufactories. The mariner's compass and the African slave trade were introduced at this time. It was held that negroes alone could cultivate the hot fields of the colonies, for the aborigines could not be civilized.

## WHEAT CARRIED TO AMERICA.

The wonderful cereal of Mesopotamia was introduced to the new world in the sixteenth century. Wheat entered Mexico from Cuba in Rice carried by a slave of Cortez.

Humboldt saw at Quito an earthen vase, in which

a Flemish monk had brought Wheat to Peru from Ghent, France.

## XXII.

## THE CRUSADES.

## THEIR MAIN EFFECT.

There were markets all through the middle ages, and Charlemagne forbade their holding on Sundays.

The Crusades reduced business for the time at home, but the Crusaders opened the trade of the East, made Venice possible or great, and greatly developed the means of food transportation.

## XXIII.

## THE DUTCH.

## EAST INDIA COMPANY.

There were harbors in the north highly favorable to shipping. The Dutch had been vassals of other nations, particularly of the Spanish, whose tyranny so far outran the Germans that the Dutch rebelled, went on the sea, and shared the adventures of the Iberians in the East and West Indies. In fact, the Dutch merchants established the first great commercial monopoly of the modern world—The Dutch East India Company—an *orbis terrarum* till that time unparalleled. Their stocks of Wheat at Amsterdam were in charge of officers who gave bonds, as in the case of the other warehouse men.

[TO BE CONTINUED.]

## The Elevator on the Border

Mexican Troubles Discourage Bill Boot and He Sells Out—The New Elevator Foreman Discovers One Way to Deal with Mexicans—The Result Is Mussy but Effective

By GUIDO D. JANES

BILL BOOT left his elevator between suns and hit the trail for Tombstone. After which he sold out his right title and good will to one elevator man from Illinois by the name of Seth Consign for fifty cents on the dollar.

"Too much Mexican for me down on the border,"



BILL BOOT LEFT BETWEEN SUNS

said Bill after the sale was concluded. "There is a revolution daily around these parts, and each faction takes its spite out on me. Me for Iowa, where I can sleep in peace."

The first thing Seth did after coming into possession was to send for a foreman and two helpers from Illinois. After doing this he carried on talk with them in the elevator office.

"Boys," he said, "we have to fight our own battles down here. Under Foreman O'Connell we can win out. When these Mex come to start any of their foolishness I will hand them a bunch with my ticket passer. If they want me to shell out any coin I will invite them to journey through our combination sheller."

"Is that all?" asked O'Connell.

"No. We will rig the elevator up into a fort. We will take our loading spout and make it into a siege

gun, while the roof will be rigged up with port holes to repel attack."

"Good."

So the elevator force got busy and soon had the place in readiness to withstand anything out of the ordinary. But no Mexicans came to bother. Instead the farmers from the irrigated district hauled in grain in sufficient quantities to ship four carloads to Dallas.

One day, however, when no one was expecting it, Maximo Vizarra, the bandit leader of a Mexican faction, dropped around. With him were two hundred men. They wanted grain to provision them-



THE ULTIMATUM

selves and horses, and promised no one would be killed provided the necessary article was forthcoming.

Seth wrote a note and handed it out to the leader via the ticket passer. "Come around tomorrow and you may have it," the note read.

The Mexicans bowed their heads as a token of satisfaction and gladness, and withdrew.

The magnitude of the force overcame Seth and



he was about to follow his predecessor's footsteps into Iowa when O'Connell came up. He had his fighting clothes on over his overalls.

"Let's stick, proprietor," he said.

"All right," returned Seth, noting the air of confidence in his foreman's face. "We will stay and make a second Alamo."

The two helpers cheered.

"I have a plan to wipe them out in one fell swoop," added O'Connell. "Leave it all to me. You all go about your work and leave it entirely to me."

"We will leave the campaign entirely to you," laughed the grateful elevator man.

About noon the following day, Maximo Vizara and his contingent returned. Driving up to the elevator office, he demanded his grain.

Seth wrote "Go To Thunder" on a piece of paper and gave it to him with the ticket passer.

This naturally aroused suspicion on the part of the bandit and he hastily withdrew to bring up a 3-inch field piece to annoy the elevator man with.

Meanwhile O'Connell was on the job. Rigging up the dust collector he gathered all the old grain dust in the building he could find and stood ready.

When the two hundred Mexicans came back, ready to blow the place of grain business into a thousand parts, the foreman smiled.

When they got to within two hundred paces he started his dust collector. Yes, he started in such a manner that it blew the dust right into the Mexicans' faces. When this was accomplished O'Connell lighted a few Roman candles and shot them into the heart of the dust. At once there was a terrible grain dust explosion which shook the earth for miles around and sprinkled several counties with mangled Mexican rebels.

"You have saved the day," laughed Seth, after the smoke had cleared away, leaving peace and tranquillity in its wake. "I will raise your salary beginning next week."

#### NEW DEVICE FOR IMPROVING CONDITION OF GRAIN

The Hess Warming & Ventilating Company of Chicago announces a new device for conditioning, cooling and airing grain, which can be installed at



THE NEW HESS CONDITIONING APPLIANCE

any elevator without adding to the machinery equipment of the plant. It consists of a vertical rack or chute attached to the outside of the elevator through which grain is passed and which, by the action of the wind alone, brings about an improvement of the grain, removing the surface moisture, cooling and sweetening it, polishing and removing dust and chaff. It operates entirely by gravity, without the use of fan or coils.

It is not a drier, but intended rather to protect grain from deterioration and to improve its condition. It is also recommended for cooling and airing oats when they come from the bleacher. The low

cost of this device, its applicability to any class or size of elevator, leads the makers to believe that they have hit upon one of the most desirable ap-

#### ILLINOIS INSPECTION FEE MAY BE RAISED

Somewhat over a year ago the Illinois State Grain Inspection Department was authorized to reduce their inspection charge on carloads of grain from 50 cents to 35 cents. A department and work which up to this time had been self-supporting, immedi-

ately became a source of expense upon the state. The ever high standard which has been established by the Illinois department has been kept up, although a deficit creator and in sixteen months the account of the inspection branch overran its income by \$54,855.

With the desire to again make an economical organization and one that will consistently serve all interests to the best advantage in Illinois, Wednesday, May 27, has been set as a date for a hearing on the subject. The meeting will be in the Chicago offices starting at 10 a. m.

## OUR VISITORS

#### W. C. HAYWARD

ONE of the best known members of the Indianapolis Board of Trade is W. C. Hayward of the Mutual Grain Company. Few of his many friends, however, are aware that he is an expert cook of the highest degree. Rumor hath said that he has refused fabulous salaries from many



high class hotels desiring his services to tickle the jaded palates of the money spenders. And while he has steadfastly set his face against these flattering offers and continued to adhere to the grain business, nevertheless this furnishes one explanation of his "I should worry" attitude toward the world. Crop failures, money stringencies, poor business conditions and kindred evils disturb not his serenity.

Moreover it is not the plain and ordinary "ham and" on which he tries his skill at odd times, but at preparing fancy dishes with the most alarmingly long French names he is said to have few equals. He bears his honors as chef with the same becoming modesty which he exhibits in the grain business. And this is no small tribute because he is known to be an expert on the various grades of corn, oats and wheat. Remembering his success at Buffalo as a member of an Indianapolis committee not long ago when he achieved so great a reputation for himself by his grading accuracy, and noting how he has risen in his line since he started in the grain business of his father at Rising Station, Ill., we are inclined to think he will not cease to be a member of the grain trade for a long, long time.

#### MARTIN MULLALLY

THE statement is sometimes made that grain men are not baseball "fans" in the true sense of the word. If this be true, which is doubtful, then Martin Mullally of the Martin Mullally Commission Company, St. Louis, Mo., is a marked exception, for he is a "fan" of the thirty-third de-



gree. Furthermore the name of being a "fan" in St. Louis where the lowly "Browns" and Cardinals hold forth, it is universally recognized as a high tribute to sportsmanship. And it is said that the "democracy of baseball" tends to make him throw away his mantle of reserve at a ball game, and enthrall with the crowd. In fact, on one occasion, he was heard to yell at the umpire.

However, the love of sport of various kinds has dwelt with Mr. Mullally for a number of years. In his youth he was an athlete of great ability and has lost little interest in it during his later years. We are inclined to suspect that a number of trophies and athletic records are in his possession, but we scorn to break down the barriers of his well known modesty and ask him questions about his athletic prowess.

He has the reputation of doing all things well and consequently we believe that had he chosen he could have shattered records whether he really did so or not. The name of Mullally has been prominent in St. Louis hay and grain circles for several generations and Martin Mullally himself has added a great deal to the reputation of the family name.





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#### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

**CHICAGO, MAY 15, 1914.**

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and of the Illinois Grain Dealers' Association.

### THE APPEAL TO IGNORANCE

There are probably not over 100,000 men directly or indirectly engaged in the handling of grain after it leaves the farm; the rest of the people are touchingly innocent of any knowledge of the trade. Therefore, when any man chooses to malign the trade, the chances are about 1,000 to 1 that he can get away with it unchallenged. On May 7, Representative Manahan of Minnesota appeared before the Agricultural Committee of the House of Representatives and gave an arraignment of the Chicago Board of Trade which, if true, would warrant penitentiary terms for every member. Worse than that—shoot them at sight! Mr. Manahan is a flowery speaker, and some of the choice blossoms in the bouquet he handed to the Chicago market were; "intolerable market conditions"; "insatiable greed of gamblers"; "in defiance of law"; "servile inspection system"; "doctored and depreciated grain"; "the great grain octopus," etc., *ad nauseam*. Ah, smell the pretty flowers!

Ridiculous as such tirades are to those who know the actual conditions, the widespread agitation and wild assertions against the trade will bear inimical results in the long run if it is not stopped. There is a strong lobby working among the farmers, and the independent shipper is being tarred with the same brush as the exchanges. An organized effort toward education of the people should be instituted. Every grain trade association should have a publicity committee, organized to conduct such a campaign in its territory.

If the actual facts of marketing cost were gathered together, and the small margin of profit shown and demonstrated to the farmers and the consuming public, these demagogues

would very soon lose their audiences and legitimate trade would be perpetuated. No doubt there are abuses in the trade, features which could be improved upon, but so there are in every industry, and few lines of trade are making as conscientious an attempt to eliminate them as is the grain trade. Ignorance has ever been the greatest stumbling block to progress. Let us have light.

### THE CAIRO CONVENTION

The old saying that "a new broom sweeps clean" is no better exemplified than in the case of a city which is entertaining a convention for the first time. On June 2 and 3 Cairo will undergo its first experience as host to the Illinois Grain Dealers Association. That the city appreciates the honor is already shown in the interest displayed by all Cairo citizens and the elaborate plans for entertainment which have been prepared. Cairo will do its best to secure a return engagement, and Illinois dealers can be assured of a welcome and a display of hospitality that will make the convention long remembered.

In addition to the pleasant anticipation which these preparations inspire, there will be discussions of subjects which are so important to the trade that no dealer can afford to be absent. Never before in the history of the grain trade have there been so many national issues at stake directly effecting the handling and marketing of grain: The Federal government has taken a hand in the game and will deal the cards; the railroads are in a mighty combination to force an advance in rates; the farmers are organizing everywhere to cut out the dealers. These are some of the issues which will have to be met. We cannot meet them without full knowledge and co-operation, and for this reason it is hoped that every grain dealer in Illinois will be on hand at Cairo.

### POLITICS AND PRICES

It is little wonder that sound economic judgment is at a premium in this country when the attitude of the majority of the newspaper (our chief source of information) is taken into consideration. Most newspapers are wedded to one or other of the political parties and either deliberately distort facts to conform to their policy or else unconsciously allow their opinions to bias their presentation of facts.

The organs of all parties are equally guilty. The Democratic papers, on the one hand, declare that, as the Argentine corn crop is only 350,000,000 bushels against the three billion bushels of the United States, the Argentine crop can have no permanent effect on American growers; the Republican organs, on the other hand, cite the millions of bushels (variously estimated at from 5 to 25) of Argentine corn which has already been imported, and predict disaster and ruin to the American farmer. Neither of these views is correct. The American farmer will not be ruined as 80 per cent of his corn does not leave his county and does not appear on the market at all except as beef and pork. But to say that the small crop of Argentine, compared with ours, will have no effect on the market price, is equally erroneous.

The price of grain in the terminal markets is

not determined by the amount on hand, but by the amount available under certain conditions, and in spite of its lesser crop, Argentine has more corn available for export than we have. If one boat load of Argentine corn can be brought to this country at a profit, then the market becomes open, for if our consumers are willing to pay more for corn than European consumers, the bulk of the Argentine crop will come to this country. If Europe offers more for it we will not be troubled. We are on a world market basis and the Argentine corn is the largest factor in the export trade. It has undoubtedly lowered the market price of corn in this country and in the future will tend to keep our prices on a parity with those of Europe. Argentine is a serious competitor, but it is only a political bug-a-boo.

### SENATOR McCUMBER BECOMES ANGRY

When Senator McCumber's Grain Grading Bill was defeated in the upper chamber on May 1, the senator was very angry, and on the following day notified the Senate that he would offer his bill as an amendment to the pending Agricultural Appropriation Bill. It would seem as if the bill had been played for all the politics it was worth. For ten years the Senator from North Dakota has made an unremitting effort to have his pet measure considered. At last he succeeded and, though it was turned down by a substantial majority, the Dakota farmers are fully aware of the noble fight their representative has made, and it is safe to say that the bill, not passed, will do the Senator more good among his constituents than if it had received a majority vote.

Senator McCumber's plan Federal inspection, as outlined in the bill, would not work in opposition to the state inspection system, but it would entail an enormous expense, and in many cases would necessitate double inspection. A few experiences with the double inspection fee would shake the confidence of the Dakota farmers in their Senator's omniscience, while as the case stands at present, he remains the farmer's champion and his reputation for good judgment is unshaken. "This," as the star fish said to the snail when the crab approached, "is a good time to draw in your horns."

### THE GRAIN SITUATION IN MEXICO

The Mexican situation has been reviewed in the daily press from almost every angle, and yet one important phase of the situation has been given but slight attention. This is the complete demoralization of the agricultural development of most parts of the country. The land is covered with marauding bands of bandits who call themselves by various patriotic names, under which they rob and pillage to their hearts' content, and that, for a Mexican, is some robbing. Farm laborers have either been drafted into one or the other of the armies or have voluntarily joined a band which offered more excitement and profit than raising crops. Grain is sequestered by troops wherever it is found, so you really cannot blame the farmers.

At best the methods of production are primitive. On one grain ranch in the State of Jalisco, where the best wheat is raised, last year they harvested 175,000 bushels of wheat, every stalk



of which was reaped with a sickle. The wheat is brought to market on the backs of burros, two sacks to the burro, each holding about two bushels. This in one of the most progressive states.

We have had the opportunity of interviewing two American refugees from Mexico, who escaped the country with their lives and nothing else, and who were both engaged in pursuits which kept them in close touch with the agricultural situation. They were from widely separated districts and each declared that in five months the country would be in the midst of a famine. Even before the occupation of Vera Cruz by American forces, flour at Tampico sold for \$45 (Mex.) per carga.

Prices for foodstuffs in the interior are at a corresponding altitude. In the North, Carranza has attempted to meet the urgency of the situation by parceling out some of the big estates which he has seized, to 5,000 of the starving peons, in the hope that they can gain sustenance for themselves, instead of remaining a charge upon the constitutionalist faction. But in the anarchic condition of the country there is no assurance that the peons will get the benefit even if crops are raised. The country is almost destitute of food. Even bandits can be brought to terms when they are hungry. Perhaps this will be the final solution of the vexing problem.

## MISGUIDED ADVERTISING

Something for nothing! What an appeal this catch-penny phrase always exerts upon frail human nature. Alas, nine times out of ten poor deluded mortals are the recipients of "nothing for something," but despite this obvious fact there are always plenty who rise to the same bait. As a case in point we have before us a circular recently issued by the Wichita (Kan.) branch office of a well known scale company, offering to customers who exhibit the company's sign on the outside of their elevators, what is most ingenuously termed a "bribe." Needless to say, the time-worn caption of "Something for Nothing" is again dragged to the forefront, the "something" in this instance being a year's subscription to the *Southwestern Grain and Flour Journal*.

Misguided advertising? Of course it is. The results both from the standpoint of the scale company and the publication are bound to be negligible. It is hardly credible that the scale company can afford to purchase subscriptions for free distribution at the normal rate and the natural inference therefore is that the publishers are practically giving their paper away. Such methods of boosting circulation are valueless in every way, because the added names do not necessarily mean added readers. In fact it is invariably true that only paid subscribers take the proper interest in a paper.

We regret the passing of the *Southwestern Grain and Flour Journal* as an independent publication. It can, of course, be styled "independent" no longer since it has entered into combination with a single one of its advertisers. Our regret is purely from a standpoint of sentiment but none the less genuine, this small contemporary having been in no sense of the word a competitor of the "American Grain Trade" since it dealt mainly with local happenings.

However, we feel it our duty to remind the little journal that ordinary business ethics demand it to be now plainly labeled as a "house organ." A trade journal to do justice to all of its advertisers and all of its subscribers, must be independent. This does not preclude the use of premiums and other legitimate subscription building methods within the journal's own organization. But there must be no discrimination between the large and small advertiser. There must be absolutely no favoritism manifested. The moment these conditions fail to exist, that moment marks the termination of the journal's usefulness for any purpose but that of a "house organ."

## GERMANY'S ANTI-FUTURE TRADING EXPERIMENT

The effect of an anti-future trading law in this country, so far as our own experience goes, is largely conjecture. On the one hand the exchange operators declare that it would demoralize the trade, unsettle marketing conditions, lower the price to the producer, and raise the price to the consumer. On the other hand the foes of the present system just as earnestly contend that it would remedy all the present alleged evils connected with the trade. But a parallel can be seen in the effect of such an action in this country from the result that attended the passing of an anti-future trading law in Germany some years ago to correct the same alleged abuses on the course that shippers complain of in our Boards of Trade.

Frederick B. Wells, former president of the Minneapolis Chambers of Commerce, recently went to Europe with the intention of studying the German trading question, particularly with reference to the anti-trading law. This will be the first time the subject has had the attention of a practical grain man and Mr. Wells' report, which will be published upon his return, will contain the most valuable evidence at our disposal for settling the question. The fact that the practice of future trading has been resumed on the Bourse, gives the defenders of the system a practical demonstration to back their claims. The report will be anticipated with interest by the trade.

## THE CORN SITUATION IN THE EAST

The Western corn grower has been afforded a meager protection from the Argentine invasion by the freight rates from the coast to interior points which, up to the present, have been considerably higher than on east-bound grain. The prospect, however, of a large and continuous business in imported grain has influenced the directors of eastern roads to make substantial alterations in their tariffs to meet the new conditions. The New York, New Haven & Hartford Railroad was the last of the big roads to see the wisdom of this policy, but they have finally joined with the other roads and a general reduction in rates from the ports to inland points will be put into operation as soon as possible.

The effect of this reduction will be immediate. Buffalo, Pittsburgh and Western terminals have hitherto had the entire inland distribution of grain in New England and the Atlantic states. Henceforth Boston, New York,

and Philadelphia will compete with Argentine corn on a basis which will give them a decided advantage through a large territory, and a corresponding outlet for American grown grain will be shut off.

## RAILROAD RATE CASE STILL UNDECIDED

It is generally conceded that no decision in the Eastern railroad rate case before the Interstate Commerce Commission can be reached before June 1, and that the action taken at that time will be tentative and merely to afford temporary relief to the roads. Such a mass of evidence has been collected at the hearings that it would be impossible to digest it more quickly than is allowed for in the above program, but it is a question of doubt as to whether the proposed tentative action will afford the expected relief. It is the history of all economic and financial changes that the period of uncertainty is more harmful to business than inimical final adjustment, and any tentative program would only prolong this period indefinitely. The railroads are resigned to a refusal of their petition for a 5 per cent increase, although it is expected that some schedules will be revised upward substantially.

In certain quarters there has been strong criticism of the Commission in making Mr. Brandeis counsel for that body, as it puts the counsel in the position of unprejudiced advisor at the same time he is working zealously upon one side of the case. This situation has been referred to as coming "perilously near to being a public scandal." Whatever judicial character was intended for the Interstate Commerce Commission in its inception, the character of the cases before it has made the body in fact a defendant of the public against excessive rates. Mr. Brandeis' situation is a mere acknowledgment of the position, which the railroads have forced the Commission to assume, i. e., the burden of proof is on the roads. Even "big business" must hesitate in its championship of the road's petition in the face of the exposures which have been made concerning the financial operations of the New Haven, the Rock Island, and the Milwaukee Railroads. In the minds of the great mass of the people there is an additional burden of proof resting on the roads, to show that they have not been equally guilty in issuing bonds against the unearned increment of railroad property which never appeared in actual improvements.

Sowing the railroad right-of-way with alfalfa is one step in the conservation utilization of all land which ordinarily goes to waste. Wichita, Kan., has come forward with the suggestion that vacant city lots be used for the same purpose. A plan is now being pushed whereby Wichita will supply the seed for the owners. Probably the only ones to protest will be the small boys deprived of their ball game sites.

The free distribution of seeds by Congressmen is now a thing of the past, this provision having been eliminated from the Agricultural Appropriation Bill on May 11. Originally framed for the purpose of aiding the farmers, the practice relapsed into a species of graft, and the farmers themselves were mainly interested in its defeat last week.



EDITORIAL  
MENTION

Let your slogan be: "On to Cairo."

The best thing that so far can be said about the Equity Exchange is that its press agents seem to be earning their money.

There seems to be no limit to elevator building in Canada. Scarcely a day passes without the announcement of new storage to be erected.

From present indications the Cairo Convention will be one of the most successful in the history of the Illinois Grain Dealers' Association. Better make arrangements to be on hand.

Oklahoma starts the convention ball rolling on the 19th of this month. Then follow Texas, Kansas and Illinois in rapid succession, with a big time and a large turnout promised for each.

Argentine producers are not overlooking any bets. They are planning to have exhibits at a number of the larger American fairs next year and a mammoth display at the Panama-Pacific Exposition.

It is now declared that the scare about the green bug in Kansas was a false alarm. State Entomologist Dean says the insects are not the real green bugs and that the ones found are practically harmless.

The rate changes of the various carriers, published each month in the "American Grain Trade," should be read by every shipper. They are absolutely authentic and offer a means of easily keeping track of new rates as fixed.

The smashing of one end of the Pollock Elevator at Middlepoint, Ohio, by a switching engine, described on another page of this issue, adds another to the long list of unusual elevator catastrophies and disasters within the past year.

The announcement of Congressman Manahan's candidacy for attorney-general of Minnesota did not come as a surprise. For a long time those who have wearily scanned his numerous wordy outbursts have evinced curiosity only as to the particular office he was seeking.

Missouri is the latest state to fall into line with the new Government corn grades. State Warehouse Commissioner Bradshaw announces that the grades will be effective in his state on July 1. As previously pointed out, these grades can only be enforced by Federal officials on interstate shipments, but it will obviate a great deal of confusion if the same grades apply on shipments within the state.

Although the general feeling is that the recent hearing before the Agricultural Committee of the House of Representatives will result favorably to the grain trade, there are many who point skeptically to the non-results obtained at similar hearings. The issue, however, is now squarely up to Congress. The grain men favor the Lewis Bill in part, the changes requested are not of a radical nature, and it is to be sin-

cerely hoped that the final bill passed will meet the trade's requirements. Such an outcome will tend to promote confidence in the Government's professed desire for constructive rather than destructive legislation.

As was generally predicted, several of the grain and hay firms who were recently refused the use of the U. S. mails for alleged fraud, have reorganized under new names. It is safe to say, however, that the new names will exist no longer than the old ones, unless their businesses are conducted on a new basis.

Grain men are interested in the address which Dr. Duvel will deliver at the mass convention of the Millers' National Federation at the end of the month. It is expected that some announcement may be made regarding proposed uniform grades of wheat. Undoubtedly the Department is not yet ready to formulate the grades, but wheat is next in line and the Federal grades are not very far distant.

We suggest to those back of the Equity Exchange transfer to St. Paul that they restrain their jubilant feelings whenever a gathering of farmers promise to ship grain in future to that exchange. Verbal promises mean nothing and when it comes to a showdown the farmers will generally be found, as in the past, shipping his grain where he can obtain the highest prices for it.

Referring to the demand of Congress investigate the quality of Argentine corn now being imported the *Osceola* (Iowa) *Sentinel* says: "The merest agricultural novice can see that Argentine corn is far inferior to that which we are accustomed to raise here. If in addition to being forced to compete with this grade of grain there is to be the added menace of bringing South American weevil to this country it is high time that Congress should take an interest in the situation."

A unique case was recently decided at Fort Dodge, Iowa, wherein a grower of seed corn was held responsible for its failure to germinate and produce a crop of corn and damages were awarded to the buyer. Indirectly this should be an object lesson as to the value of germination tests before selling. The decision is not broad enough in its application, since the seed grower in his advertisement had guaranteed the seed. The effect, however, should be to make it clear that sales should be made either on a guarantee basis or a direct germination test.

A newspaper out in Iowa runs a department called "Facts About Iowa," many of which are enlightening, but all of which are laudatory. For instance, we note in the aforesaid column that "Iowa produces as much corn in a single season as all of Canada produces in 20 years." It is quite evident that tremendous totals and overwhelming comparisons are what the esteemed editor aims to bring out, yet while holding a brief neither for Canada nor Iowa, we cannot help reflecting how much better it would be to confine the statistics to real corn-producing sections. It is well known that Canada is not a corn-producing country. The province of On-

tario produces a respectable crop each year, about midway in size between that of New York and New Jersey, but outside of that Dominion corn production is negligible.

The storage and handling proposition in Canada is being taken care of far better than most Americans realize. For example, in the province of Saskatchewan alone there are now 1,431 elevators and warehouses with a total capacity of more than 44,000,000 bushels. This means that during the past year 179 elevators and warehouses with an aggregate capacity of 8,000,000 bushels were erected.

It is quite true, as B. W. Snow, the crop expert, states, that the Argentine Republic is now the dictator of world grain prices. This must be expected because of the big surplus produced in that country. Even corn, which used to be supreme in the United States, is overshadowed by the big Argentine exports, and probably will be until the growing population of the South American country increases its rate of domestic consumption.

No reduction in the "at-and-East" Buffalo rate on grain to New York for export will be possible this year, and the 5½-cent rate about to go into effect for the summer's business ex lake will remain in force unless voluntarily lowered by the railroads themselves. This was made plain by the statement recently of Special Examiner Brown, of the Interstate Commerce Commission, at the hearing on the complaint of the New York Produce Exchange.

A secretary can do much to promote the interests of his association by putting out letters that will be read and we notice recently that several association secretaries are changing the general style of their periodical letters by including apt quotations and anecdotes to illustrate certain points. No longer are these letters mere jumbles of statistics and miscellaneous information, but they are interesting and well worth reading, without being too lengthy.

An interesting investigation has recently been made by the Textile Committee of the American Society of Mechanical Engineers in reference to cotton conveying systems and the prevention of fire through proper dust collection. Part of their findings are applicable to grain elevators and flour mills. In the meantime the U. S. Government, through its Bureau of Mines, is conducting an investigation along analogous lines, and the report of the latter will undoubtedly be made in a short time.

Mr. McGovern's serial history, "The Romance of Grain," which has been running in the "American Grain Trade" for more than a year, is now entering upon its last laps. The account of the development of the grain trade in every country will make it a particularly valuable work of reference for the live grain man, and the closing chapters are particularly interesting. Those who have followed the plan of pasting the installments in a scrap book will, we think, have reason to congratulate themselves. It is a pioneer book of its kind, containing matter which has never before been gathered together in such handy form.





NATURE settled for all time the commercial importance of the junction of the Ohio and Mississippi Rivers when she arranged that from this point deep water navigation should be open throughout the year. The Mississippi carried on a tremendous traffic, the Ohio and Missouri Rivers only slightly less. The site upon which Cairo stands could not be kept from the enterprising pioneers who launched the river caravans. Perhaps because she knew that we appreciate most those things which are won after a struggle, Nature formed the habit years ago of inundating the land around the junction of the two great streams. Every spring she overflowed the banks and made an inland sea of the growing fields.

But commerce and industry could not be denied. They saw in the future a great city on the point of land, and kicked the stream back into its channels, keeping it in place with levees and dykes that year by year have grown more strong and trustworthy until they reached the state that left the city safe and dry last spring, when the Ohio valley suffered so much with floods. The record height of 54.7 feet of water was reached in the river, but in spite of this fact, and all reports to the contrary notwithstanding, Cairo suffered less physical damage than any other city in the Ohio lowlands.

#### HISTORY OF CAIRO AS A GRAIN CENTER

Cairo was originally settled by eastern parties, on account of its geographical location, and with the expectation that it would be The City of the Central West and of the Mississippi River Valley.

Its early exploitations were the cause of a great deal of speculation both in our eastern country and abroad, mainly among English capitalists, and through gross mismanagement large sums of money were invested and brought about no tangible results.

Early history is full of references to Cairo or rather the site upon which Cairo now stands. Many journeys were made through this part of what was then the Louisiana Territory, later acquired by purchase from France. These journeys were chiefly made by French explorers and Jesuit missionaries. According to Lansden's "History of Cairo," the Ohio and Mississippi Rivers of those days were known as the Oyabache and Mechasipi, respectively.

One of those early missionaries, Father Xavier de Charlevoix, journeyed from Quebec in 1721 to what is now known as Cairo. When for the first time he viewed the confluence of the mighty Mississippi and Ohio Rivers, he was enthusiastic as to the possibilities of the point of land lying between these two rivers, now the most southern portion of Illinois. In a letter dated in 1721 he made this significant comment, referring of course to the narrow

point of land upon which Cairo now stands:

"There is no place in Louisiana more fit in my opinion, for a settlement, than this one, and where it is of more consequence to have one. A fort with a good garrison would keep the savages in awe, especially the Cherokees, who at present are the most numerous nation of this continent."

About 1842 the little settlement began to develop as a river point, and from that on it became a trans-shipping point between the East and the West—steamboats and flatboats going down the Ohio

trend and river traffic was enormous, and at that time Cairo was the all important point in the valley. Railroad development, however, gradually destroyed river traffic on account of the modern facilities of the one, overcoming the cumbersome and old fashioned facilities of the other, and Cairo has lived to see its river traffic dwindle from enormous tonnage to a mere shadow, and its railroad traffic develop from virtually nothing to enormous volume.

The recent construction of the Panama Canal has created a new era in the history of this country and will undoubtedly be the means of bringing about restored river transportation. We see evidence of this on all sides, and it means that Cairo, more than any other city in this mighty valley, will be in a position to reap the benefits of this development.

Cairo is at the head of deep water navigation the year around. During winter months the river is closed, from Cairo north, at varying periods with ice, and during the summer months the upper Ohio is too low for the handling of heavy cargo. This naturally will develop that Cairo is so situated that it will be the receiving and distributing point for the great volume of traffic that will develop upon our enormous river system.

#### WHAT THE CITY HAS DONE

The determined spirit that has made the city safe from floods has also been manifested in other ways. Its splendid schools, churches, hotels, parks, modern and up-to-date retail establishments, theaters and homes show the temper of the people and their faith in themselves and in their city. The year-round river traffic, the many railroads, and the provisions for public health make the city particularly attractive to manufacturers and jobbers. At the present time there are 56 industrial establishments, employing 1,444 operatives and producing each year \$4,440,000 worth of manufactured articles. The population is 15,000, an increase of over 6 per cent in five years. While this percentage is small compared to the growth of the larger cities of the country, for a city of its size it is far above the average.

Within the last two years nearly \$2,000,000 has been spent in raising and strengthening the levees so that no danger, such as threatened the city a year ago, will again trouble the citizens of Cairo. This added factor of safety will do much to attract outside industries to the city. The postal receipts in the last year have more than doubled those of ten years ago, the total receipts being \$77,172.09. The bank clearances also show a gratifying increase in spite of the fact that the poor crops and general business depression would have warranted a normal falling off. The figures for December, 1913, are \$1,374,703.76, as against \$1,288,678.03 for December, 1912. The total clearances for the year just ended



H. S. ANTRIM

President of Cairo Board of Trade for Four Consecutive Years.

River to New Orleans and trans-shipping their traffic at Cairo for points beyond, and vice versa; i. e., St. Louis, etc.

Shortly after this, the Illinois Central Railroad was built, and Cairo became its southern terminus, and all of its merchandise was delivered to Cairo for shipment down the valley to all points south and southeast. Shortly after the railroads built into Cairo the Civil War began and Cairo became the principal point for concentrating the Federal soldiers from Wisconsin, Michigan, Illinois and contiguous territory.

After the war business again resumed its normal



were \$15,049,163.94, while a year ago they were \$13,661,622.97.

The year 1887 may be said to mark the time when Cairo began its large interstate business by rail, for in that year the Illinois Central began to build over the Ohio River the great iron bridge which has done so much for the city and the state and, incidentally, of course, for the railroad. When the bridge was built it was one of the longest river bridges, exceeding the Tay Bridge of Scotland by 33 feet. But since the approaches were filled in the length has been materially reduced.

The bridge was begun on July 1 and was finished over two years later, the formal opening being held on October 29, 1889. The approaches from both sides

ren" do not possess a monopoly by any means.

Cairo was chartered before Illinois became a state, the first charter having been issued by the territorial legislature to Shadrach Bond, afterward governor of Illinois, and John G. Comyges and others as the "City and Bank of Cairo." The grant comprised 1800 acres in the delta, but the low land proved too great a handicap to the pioneers and the land eventually reverted to the government.

In 1835 the charter was re-entered by Sidney Breese and others, who transferred it to the Cairo City and Canal Company, a corporation which was chartered in 1837. The company increased its holdings by purchase to 10,000. Then began the series of exploitations which gave Cairo such an unsavory

## THE CAIRO BOARD OF TRADE

The business interests of Cairo are firmly united for mutual protection and betterment in the Cairo Association of Commerce. This Association is made up of various specialized organizations of which the Board of Trade is one of the strongest and most active.

The Cairo Board of Trade has been in existence for over twenty-five years, during all that time operating under a charter from the State of Illinois. Cairo has a well established reputation as a grain market over a wide territory. The receipts at Cairo run from 700 to 1,400 cars each month, the grain coming from all states from Indiana to Idaho.

All kinds of grains are handled with the exception of one or two for which there is no market in the South, that market being the chief distributing territory of the Cairo dealers. The volume of business handled compares very favorably with that of Omaha, Kansas City, St. Louis, Toledo and Peoria, and has been steadily increasing year by year since the market was established.

The Cairo certificates of weights and grades are held in high regard among both buyers and sellers. Since the inspection and weighing department was reorganized some four years ago, less than a score of reinspections has been called for. It is significant that every



ELEVATOR OF CHARLES CUNNINGHAM & SON

are by iron viaducts. On the Illinois side there are 21 spans of 150 feet each and one span of 106¼ feet. On the Kentucky side the structure is similar and about the same length. The length of the metal work is 10,650 feet, while the bridge proper, that part actually over the river, is 4,644 feet long. The river stretch is made up of nine through spans and three deck spans. The through spans rest on solid masonry piers placed on pneumatic foundation. The total length of the bridge, including the timber trestles, was 20,461 feet or about 3¾ miles. The river spans are 104.42 feet in the clear above the water at low level. The cost of the structure, it is reported, was upwards of three and a half million dollars.

Cairo also owes to the Illinois Central the building of a large portion of the levees which the city at the time was not in a position to finance alone. But for this assistance it gave important concessions to the railroads, so important that the debt is paid several times over. Nearly the entire city is girdled with tracks, the levees and waterfronts being appropriated to the railroads.

Cat-fishing used to be an important industry along the Ohio and Mississippi, although it was never developed as a great commercial industry. As a result the river front in and about Cairo is dotted with picturesque habitations of the fishermen; some house-boats, shanties built on rafts which float in high water, and some among the branches of large trees above the high-water level. On these floating rafts during the flood season can be seen whole families and stock and poultry as well, cut off entirely from the shore, but apparently content with their isolated situation. Of course a large proportion of this non-tax-paying population are negroes, but it may easily be shown that the "colored breth-

ritorial legislature to Shadrach Bond, afterward reputation among investors of this early period.

Under such inauspicious circumstances the city was born. But the ugly duckling is fast assuming the plumage of the swan and may some day even lead the flock of river cities.

A year ago Cairo instituted the commission form of government, and the commissioners have taken up with enthusiasm the work of civic betterment. They have already achieved notable results in the health, streets and police departments, and in other lines as well. In the last seven years Cairo has been literally lifted out of the mud. Before that time the streets were a sea of black slime in winter and a desert of dust in summer, now there are 16 miles of brick paved streets lined with cement walks and well kept parkways. Millions of dollars have been spent in public improvement and private construction, and to every citizen Cairo is a source of pardonable pride.

One of the illustrations on Page 648 of this issue shows one of the beautiful streets in the residence district of Cairo.



ELEVATOR OF THE SAMUEL HASTINGS COMPANY

railroad which handles grain in or out of Cairo will accept without question the official weights of the Board of Trade. From the records kept on file the president of the Board believes that the percentage of dissatisfied shippers has been less than in any other market in the country.

For a city of its size, Cairo has an extremely active and progressive Board of Trade and the grain members of the Board form the backbone of the organization. When it is considered that there are less than a dozen grain and milling firms in the city, the prominence of Cairo as a grain market is remarkable. Its geographical location, of course, has had something to do with its growth, but the efforts of the individual members of the Board of Trade are not to be minimized. Probably no market has a brighter outlook for the future than Cairo.

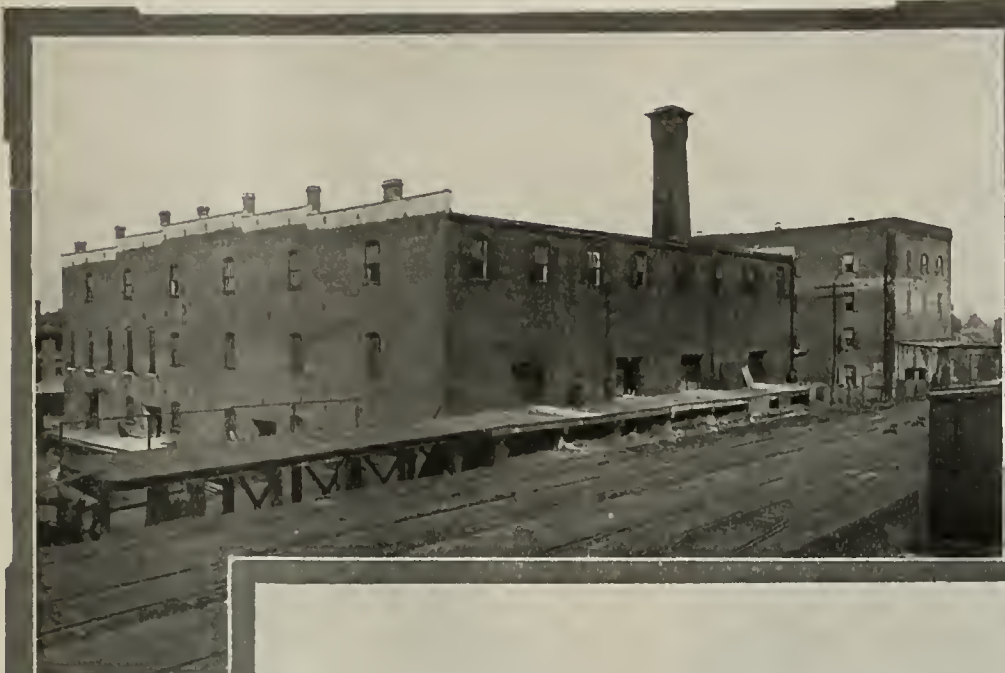
## BOARD OF TRADE ORGANIZATION

The organization of the Cairo Board of Trade is at present made up as follows:

President, H. S. Antrim; Vice-President, Oris B. Hastings; Secretary, W. S. Powell; Treasurer, H. E. Halliday.



PLANT OF THE H. L. HALLIDAY MILLING COMPANY



Directors—J. B. Magee, A. E. Rust, E. G. Pink, W. H. Sutherland, John Thistlewood, W. H. Wood, P. J. Langan.

Grain Committee—A. E. Rust, W. H. Sutherland, John Thistlewood,

Rate Committee—J. B. Magee, A. E. Rust, W. L. Duncan.

Arbitration Committee—E. G. Pink, Ira Hastings, Charles Cunningham.

## GRAIN INSPECTION DEPARTMENT

The Cairo Board of Trade reorganized the grain inspection department on August 1, 1910, W. S. Powell being appointed chief inspector. The office system of inspection has been given a trial and proven very satisfactory.

The method of sampling is as follows: The sampler goes to the railroad yard where he is furnished with a list of grain for members of the Board of Trade. He gets a sample from the car from four to five drawings with the trier. The samples are put in cloth sacks, except corn, which, from November until May, is taken in tin cans with screw tops, and are then brought to the office where they are graded. All corn during the season is tested on Brown-Duvel Moisture Testers. Each sack, or can, has a ticket placed in it with the number, initial, and kind of grain on it. The grade is put on at the office, after which a record is made of the grade, number of car, and consignee. A number is put on the ticket, which corresponds with the number on the record. It is then placed on a hook on a rack, and the sample is kept for six full days, or the morning of the seventh. For instance, samples brought in Monday are not destroyed until the following Monday morning. Samples that are considered doubtful are placed on a separate rack and kept for 15 days. This is done so that shippers can, by notifying the chief inspector, get a sample and see for themselves why their grain graded as it did. There is no charge for re-inspection. There is a charge of 50 cents a car for both in and out inspection.

The Appeal Committee, which is also the Grain Committee, has been called upon but once in three years.

All certificates are personally signed by the chief inspector and issued only from his office after the inspection of the grain. The in-inspection certificate is blue and the out-inspection is pink.

The samplers get all samples of grain that are shipped from the elevators or warehouses and it is inspected at the office, samples of this grain being kept for thirty days. The samplers make a physical examination of all cars that they sample, and take the seal numbers, and reseal all seals that are broken with Cairo Board of Trade seals, and make report to the office the condition of car and seals, and this report is kept on file as a permanent record.

The Weighing Department, also under W. S. Powell, has jurisdiction over all weighing for members of the Cairo Board of Trade. The deputy weighmasters make a report on the physical condition and seals on all cars that are unloaded at the elevators and warehouses. All cars are thoroughly examined for leaks, and the report of deputy weighmasters and samplers are compared so that it is practically impossible for leaks not to be detected. The deputy weighmaster makes a report, the original of which is sent to the office of the weighmaster, the carbon copy of which is kept on file.

The weight certificates are issued at the office and are signed by the weighmaster. They are made in duplicate and the carbon copy is furnished the railroad. The weight certificate has an outline of a box car on the back, and the physical condition of the car is noted on this, also the seals.

The deputy weighmasters and samplers are all in the employ of and are paid by the Cairo Board of Trade.

The certificates issued are of different colors. The in-certificate is on yellow paper and the out-certificate on green paper.

The Weighing Department has a full set of United States Government Standard test weights, and tests are made on all scales every sixty days, and an expert is employed by the Board of Trade to make the test at least twice a year.

## FINANCIAL INSTITUTIONS

Where the grain trade flourishes it is certain that large and strong banks will be in evidence. Such is the condition in Cairo where the banking conditions are exceptionally good for a city of its size.

### FIRST BANK AND TRUST COMPANY

Among the strongest of these institutions is the First Bank and Trust Company of Cairo with a capital stock of a quarter of a million dollars and deposits of nearly a million and a half. The First Bank is under the direction of the president, J. S. Aisthorpe, while W. P. Halliday, W. H. Wood and Reed Green are vice-presidents.



MAGEE GRAIN COMPANY'S ELEVATOR



HOME OF THE HALLIDAY ELEVATOR COMPANY





A TYPICAL CORN AND ALFALFA FIELD NEAR CAIRO  
Rich Agricultural Lands of which this is a Specimen Adjoin the City. The Field Shown  
Is Owned by the Cairo Trust Property.

The bank has just completed and occupied a beautiful new building at the corner of Eighth Street and Washington Avenue. The new quarters are commodious and are fitted up with the taste and dignity appropriate to the character of the institution, and are planned for the utmost convenience of patrons. The new location is away from the levee, as the center of business activity is gradually working back from the river front.

Among the directors of the bank are H. E. Halliday, president of the Halliday Elevator Company, and Oris B. Hastings, of the Samuel Hastings Company.

#### THE CAIRO NATIONAL BANK

The youngest of the city's banking institutions but one of the most progressive and well managed, is the Cairo National Bank. This institution was started 11 years ago with a capital stock of \$100,000. In its short history the bank has created the greatest confidence among savings depositors and business men, the present deposits showing the satisfactory total of \$620,105.72, while the surplus and profits are over \$38,000.

This bank also is contemplating moving into larger and more convenient quarters, and a property has been acquired on the corner of Eighth and Commercial Avenue, where in time a new bank

building will be erected for the improvement of the commercial facilities of the institution.

Among the directors of the Cairo National Bank is E. G. Pink of Pink & Co.

#### THE ALEXANDER COUNTY NATIONAL BANK

The Alexander County Bank is the second in size and importance in Cairo. The commercial department is capitalized at \$100,000 and the savings department at \$50,000. They are run as separate institutions but under one management, the former department having a surplus of \$100,000 and the latter of \$50,000.

The bank is located at Eighth and Commercial Avenue, but in spite of the fact that they are in their own building and in a good location, plans are being evolved to materially enlarge the quarters, for the business has outgrown the present accommodations. Whether to enlarge their present structure, erect a new one on the site, or move to a new location, has not been definitely determined, although it is probable that the plan of enlargement will ultimately be carried through.

The affairs of the institution are under the guidance of President E. A. Buder, while Charles Feuchter and Charles O. Patier are vice-presidents. One grain man, N. B. Thistlewood, is on the directorate.

#### THE CAIRO GRAIN TRADE

The grain trade of Cairo embraces men who are nationally known. The number of firms is comparatively small but the volume of grain handled by them during the year reaches a big total.

#### HALLIDAY ELEVATOR COMPANY

One of the oldest grain firms in the state is that of the Halliday Elevator Company which was started nearly half a century ago and has been in continuous operation ever since. The firm handles between 4,000 and 5,000 cars of grain a year, a result of judicious solicitation. During the last two years the consignment business of the firm has increased many fold and this growth is attributed by the firm to the policy of advertising which was instituted at that time. As a consequence the company is thoroughly convinced of the "power of the



W. S. POWELL  
Chief Grain Inspector and Weighmaster.

press" to carry publicity and is one of the most generous advertisers in the trade.

The business is under the direct supervision of H. E. Halliday, president of the company, who has served as director of the Grain Dealers' National Association. The firm holds membership in the National Association, the Illinois Grain Dealers' Association, the Cairo Board of Trade, the St. Louis Merchants' Exchange, and the Chicago Board of Trade. Mr. Halliday is a firm believer in organization, not only within the company, but outside of it as well. He is a liberal supporter of all organized movements for the betterment of trade conditions and his counsel is sought on many questions of importance.



PANORAMIC VIEW OF THE CITY OF CAIRO, ILLINOIS. COMMERCIAL AVENUE, THE MAIN BUSINESS



The firm maintains an office at St. Louis, 620 Pierce Building, and it is apparent that the grain trade is well acquainted with this fact owing to the consigned grain that is moving from the West, and from Illinois, to the St. Louis house, that volume being very satisfactory, considering the comparatively short time they have had this office in operation. The St. Louis office is also under H. E. Halliday's direct supervision, F. J. Malone being next in charge at St. Louis, and A. E. Rust being next in charge at Cairo.

The Halliday Elevator Company own and operate an elevator at Cairo, this house being thoroughly up-to-date in every sense of the word. It has a capacity of 500,000 bushels, and is well located so far as switching facilities are concerned, and the amount of grain that can be handled daily through this house is practically unlimited. They have their own fire protection plant, and a duplex pump, with a capacity of 500 gallons per minute, a storage reservoir that is constantly kept filled with 50,000 gallons of water, as a reserve, and in addition to this, have direct connection with the city water works. This enables them to secure the minimum, so far as insurance rates are concerned; and in this



THE HALLIDAY HOTEL

connection, it might be noted that the house is fully wired with the conduit system, which system meets the full approval of the underwriters.

The elevator is equipped with four 80,000-bushel capacity hopper scales and two automatic sacking scales. There is a full line of cleaners for all sorts of grain and a complete outfit for clipping oats. The power is derived from a steam plant of adequate power.

## THE MAGEE GRAIN COMPANY

The Magee Grain Company of Cairo began business in 1902 under the name of Redman, Magee & Co., changing its title in 1910 to that it now bears. The firm deals largely in corn and oats and is one of the large operators of southern Illinois, having buying affiliations throughout Illinois and largely

through the northern and western states. Most of the grain handled is sold to the South from Texas to the Carolinas, and to Cuba.

J. B. Magee, the proprietor, is widely known in grain circles and is one of the most experienced grain dealers in the south. He is always a prominent figure at the meetings of the National and the Illinois Grain Dealers' Associations, of both of which he is a member, and has several times represented the Cairo Board of Trade at national conferences.

The Magee Grain Company Elevator, known as the Cairo Elevator, is a house with upward of 125,000-bushel capacity, occupying a commanding figure on the Cairo landscape as it is situated on high ground. The house has excellent rail facilities, a double track covered shed holding several cars on each track taking care of the in and out shipments. The elevator is a high square structure covered with corrugated sheeting, flanked on one side by a brick engine house and boiler room, and on the other by a storage house.

The equipment of the plant is thoroughly up-to-date, the receiving, sacking, and shipping scales being of approved design, and the cleaning and clipping machinery of the most modern pattern. The

house does a large and constantly growing business and has hundreds of satisfied customers.

## THE SAMUEL HASTINGS COMPANY

The present firm of Samuel Hastings Company is a continuation of the business established by Samuel Hastings in 1885. This company was incorporated in 1905 at death of the founder, with Ira Hastings as president and Oris B. Hastings as secretary and treasurer. Their business has been steadily increasing, and their shipments will now average 2,000 cars per year.

They own and operate an electric elevator, located on the Mobile & Ohio Railroad, with storage capacity of 80,000 bushels in bins, and the warehouse which will accommodate about 100 cars of sacked grain and hay. Their handling capacity is about 15 cars per day. The elevator contains all modern equipment for prompt and accurate handling of grain.

In addition to their grain elevator, this firm owns and operates a grain and hay storage warehouse with a capacity of 100 cars, three miles above Cairo in the center of the alfalfa producing district, and several corn cribs at different stations throughout southern Illinois, with total capacity of 50,000 bushels.



THE STEAMBOAT LANDING AT CAIRO



STREET, IS SHOWN IN THE CENTER, WHILE IN THE DISTANCE MAY BE SEEN THE OHIO RIVER



They maintain a well equipped office, and have a very competent and efficient force of employees. This firm is in excellent position to furnish quick returns on consignments, and their established reputation for fair and honest treatment, insures the shipper of efficient service.

## H. S. ANTRIM & CO.

The firm of H. S. Antrim & Co. succeeded the old reliable firm of C. M. Howe & Bro., which for years

day's products to retain such prestige throughout the East, Southeast, South and Southwest.

They have recently embarked into the feed business exclusively, and are at the present time making extensive improvements to enable them to manufacture all classes of poultry and livestock feeds. The capacity is ten cars per day of Halliday's H. Mixed Feeds, viz., horse and mule, dairy, hog, and chicken feeds.

The geographical location of Cairo gives the firm

ing and distribution, and also for the sale of feed which is conducted on the retail as well as the jobbing plan. The firm handles large quantities of flour, feed, and hay, and also provides public storage in the warehouse for dry freight, such as sugar, soap, beans, etc., issuing regular warehouse receipts.

E. G. Pink is one of the most active and progressive members of the Board of Trade and is widely interested in other lines, being a director of the Cairo National Bank.

## CHARLES CUNNINGHAM & SON

In 1886 Charles Cunningham entered the grain trade at Cairo, using simply his own name to designate the business. He was successful and year by year added to his large number of friends in the trade until it became necessary to have some storage facilities for hay and grain. He acquired some property on the Mobile & Ohio Railroad tracks about ten years ago and built a commodious warehouse. Five years later he added an elevator through which he could handle his own grain.

As soon as his schooling was completed the son entered his father's business and three years ago was taken into partnership, the firm name being changed to Charles Cunningham & Son. Both senior and junior members of the firm are held in high repute, not only in grain circles, but throughout the town where they have always been foremost in any work looking toward improved conditions and a bigger Cairo. Their good will and enthusiastic co-operation can always be counted on as certain factors in every undertaking.

The elevator, which was built to aid the firm in rapid and accurate transactions for their clients, is a house of 75,000 bushels capacity and thoroughly modern in construction and equipment. The warehouses have a generous frontage on the tracks enabling of quick handling both in and out.

## W. S. POWELL

When Cairo was looking about for a new grain inspector in 1910, they naturally came first to Chicago, which has ever been the pioneer in methods of improving the service in her inspection departments, and here they found their man in the person of W. S. Powell, who was second assistant to the chief inspector.

Mr. Powell is a native of Chicago and a product of her public school system. After leaving school



A RESIDENCE STREET IN CAIRO

was the leading grain firm of Cairo. H. S. Antrim, who is the sole proprietor, started as clerk with this firm in 1885. In 1900, he was taken into the firm as a partner, and in 1906 he changed the title of the firm to its present one. This firm is a large handler of oats, and gives special attention to consignments. The firm is well known all over the North and South as wholesale dealer in grain and hay.

Mr. Antrim has been elected president of the Cairo Board of Trade for four successive years, and his efforts in behalf of Cairo grain market have been untiring, with the result that the market has become most favorably known throughout the United States. Each year he has announced his intention of not again being a candidate for the presidency, but each year the vote has overwhelmingly returned him to the position he has filled with such credit to himself and benefit to the Cairo market. On New Year's Eve Mr. Antrim was the victim of some over-enthusiastic celebrant who fired off a revolver to greet the new year. The ball struck Mr. Antrim as he was coming out of a church service and the grave concern which was shown throughout the city showed convincingly in what high esteem Mr. Antrim is held among all classes of Cairo citizens.

## THE H. L. HALLIDAY MILLING COMPANY

This business was originally started under the name of Halliday Brothers, in 1868, and in 1891 was incorporated. In 1895 the name was changed to the H. L. Halliday Milling Company, and continues under this style.

This business, from the first, was under the direct management of H. L. Halliday, the deceased father of the present president and vice-president, until the time of his death in 1895. The business is now being conducted under the management of H. E. Halliday.

On January 1, this year, the capital stock was increased to \$125,000 and the following officers were elected: Douglas Halliday, president; H. E. Halliday, vice-president; Ella J. Robbins, secretary and treasurer.

Douglas Halliday and H. E. Halliday have been connected with this business their entire life and are thoroughly familiar with all details relative thereto. Their thorough knowledge of the grain and feed business has made it possible for Halli-

an ideal point to which to concentrate the raw products and mill and ship the finished products to all points of the country. The nearness to both the source of production and points of consumption is assurance of the most prompt service.

## PINK & CO.

The business of this progressive firm was started about 25 years ago under the name of M. J. Pink & Co. The founder, M. J. Pink, was the father of the present members of the firm, E. G. and L. R. Pink.

The firm is a member of the Cairo Board of Trade



Courtesy of the Illinois Central Railroad

THE BIG RAILROAD BRIDGE OVER THE OHIO RIVER

and does a large grain business, although the greater part of the firm's energy is devoted to the jobbing business which they have worked up to such proportions that they are today one of the largest jobbing firms in the South.

The business of the jobbing trade is conducted through a large warehouse which the firm owns, with a capacity of about 60 cars of merchandise. The warehouse is conveniently situated for receiv-

he entered the inspection service of the Chicago Board of Trade and by dint of hard work and loyal service climbed the ladder to the assistant inspectorship. His long service in the department had made him familiar with every improvement which had been introduced, and he was one of those who started the new system of in-door inspection at Chicago, a system used now in practically every market.





J. B. MAGEE  
MAGEE GRAIN CO.



H. E. HALLIDAY  
HALLIDAY ELEVATOR COMPANY



CHAS. CUNNINGHAM  
CHAS. CUNNINGHAM & SON



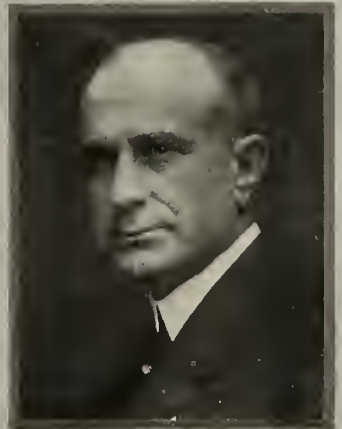
W. H. SUTHERLAND  
CAIRO MILLING COMPANY



A. W. LYNCH  
MAGEE GRAIN CO.



F. G. PINK  
PINK & CO.

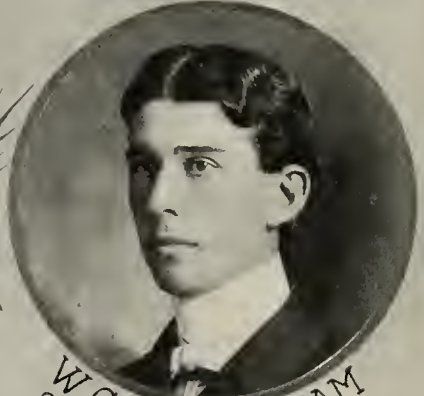


A. E. RUST  
HALLIDAY ELEVATOR COMPANY



FESTUS BARTER  
H. L. HALLIDAY MILLING COMPANY

GRAIN MEMBERS  
OF  
CAIRO BOARD OF TRADE



W. G. CUNNINGHAM  
CHAS. CUNNINGHAM & SON



H. S. ANTRIM  
H. S. ANTRIM & CO.



ORIS B. HASTINGS  
SAMUEL HASTINGS CO.



IRA HASTINGS  
SAMUEL HASTINGS CO.



JOHN THISTLEWOOD  
THISTLEWOOD & CO.



DOUGLAS HALLIDAY  
H. L. HALLIDAY MILLING COMPANY



J. B. WENGER  
CAIRO MILLING CO.



W. S. POWELL  
CHIEF GRAIN INSPECTOR & WEIGHMASTER







THOMAS SUDOUTH

TREAS. H. I. BALDWIN

H. A. RUMSEY

VICE PRES. S. C. TAYLOR

May 15, 1914.

PRES. LEE G. METCALF

May 15, 1914.

E. M. WAYNE

H. A. HILMER

SEC'Y S. W. STRONG

## ALL ABOARD FOR THE ILLINOIS CONVENTION

ANY grain dealer in Illinois, whether he is a member of the State Association or not, who is not laying plans to go to Cairo for the convention, June 2-3, is overlooking a big bet. Everyone connected with the grain trade is welcome. No questions asked and no less warmth in the hospitality if you are not a member. Everyone will be treated alike, except, of course, that only members will vote on Association affairs. This means you, Mr. Dealer, so forget trouble and care for a couple of days and join the best bunch of men in the state. Pick up your lobus, take staff in hand and "hike it" for Egypt, unless perchance you happen to have car fare.

Have you ever been to Cairo? It's a good town, and the Old Man says it's going to boom now that it is safe from floods, and that the current of trade is about to start south toward the big canal. The Old Man is right, too. Cairo is just on the threshold

of its commercial splendor. It already has a history to be proud of. It is full of interesting memoirs of the Civil War and the great men of the period who were there. Cairo was the gateway between the North and South and the gate was pretty busy with the comings and goings. There was no rust on the hinges.

And there is other history here, too; a record of a community's struggle with great forces of nature and the final conquest. The levees of Cairo represent a stirring story of loss and sacrifice, courage and great faith. Here is a city, walled like a medieval stronghold, unique among American municipalities. Across the Ohio lies Kentucky, where the colonels come from, and on the west the "Show Me" state. You will have a chance to visit both of them.

Those of you who are Dickens fans will recall that Cairo is the "Eden" to which Martin Chuzzle-

wit and Mark Tapley came to make their fortunes and in which the former nearly lost his life. The picture which Dickens drew of Eden is not very complimentary to Cairo, but it was the general

opinion held by Englishmen of that time, for Cairo in its early days was exploited as a great land scheme, and many English capitalists were among the fish who took the bait.

Don't come to Cairo with the idea that there will be nothing to do but listen to serious speakers and solemnly discuss business. On the contrary the deey clouds along the horizon are already turning pink in anticipation of the large time which will be forthcoming. A great many delegates will bring their wives, that is one wife to each delegate! There will be an automobile ride for the ladies, reception by the Cairo Women's Club, musical entertainment and dance, and a steamboat ride, including sojourn in Kentucky and Missouri, and a barbecue.

Oh, you barbecue! A fat steer and five sheep specially raised on country sausage and buckwheat cakes with maple syrup just for this occasion, and cooked to the Queen's taste over an open fire. After a ride on the river and the trip inland, what isn't done to that beef and mutton won't amount to very much.

The bachelors of the convention—the bachelors from choice and those from habit—will have a

smoker on Tuesday evening. We've been to a great many different kinds of smokers; some are a riot of joy from first to last, and some are about as exciting and mirth-provoking as the Young Ladies' Missionary Society on Wednesday afternoon at the home of Mrs. Rickets. But if signs mean anything, this particular smoker will light up the horizon for miles around. And we believe in signs!

Now the whole program is before you. The importance of the subjects to be discussed are apparent to every dealer. And here is something else to put under your hat: No man knows it all about any subject. If you are especially interested in any of the matters to be discussed, don't hesitate to say what you think, even if you don't agree with the particular Pooh-bah who makes the address. Very often the best things said at conventions come from men who are not on the program. Get it out of your system and perhaps clear the atmosphere of a false impression.

## OFFICIAL PROGRAM

TUESDAY, JUNE 2, 1914  
9:00 A. M.

Call Convention to Order  
President Lee G. Metcalf, Illiopolis  
Invocation, Rev. A. M. Eells, Cairo  
Song, Cairo Double Quartette  
Address of Welcome, for the City of Cairo and the Cairo Board of Trade  
Hon. W. H. Wood, Mayor, Cairo  
Response for the Association  
E. M. Wayne, ex-President of Grain Dealers' National Association.  
Reading Minutes of Last Annual Convention  
Secretary's Report, S. W. Strong, Urbana  
Treasurer's Report, H. I. Baldwin, Decatur  
Auditing Committee's Report, Geo. Ritscher, Chairman, Owaneco  
Address, Charges on Transit by Carriers  
J. B. Magee, Cairo  
New Business

TUESDAY, JUNE 2, 1914  
1:30 P. M.

President's Annual Address  
Lee G. Metcalf, Illiopolis  
Address, Central Markets and Future Trading  
Hon. Harry Woods, Springfield  
Address, U. S. Corn Grades  
C. B. Riley, Secretary Indiana Grain Dealers' Association, Indianapolis, Indiana  
Reports of the following Committees by the chairman of each:  
Arbitration, H. A. Rumsey, Chicago  
Executive, W. L. Shellabarger, Decatur  
Legislative, Thos. Sudduth, Springfield  
Claims Bureau, R. C. Baldwin, Bloomington  
Scales Department, W. M. Close, Illiopolis  
Address, Grain Dealers' Relations to Grain Dealers' Associations  
Chas. D. Jones, Nashville, Tennessee, President Grain Dealers' National Association.  
Election of Officers  
New Business

WEDNESDAY, JUNE 3, 1914  
9:00 A. M.

Address, The Public Utilities Law in Relation to Grain  
Hon. Frank H. Funk, Bloomington, Member Utilities Commission  
Address, Legal Matters in Connection with the Grain Business  
Wm. R. Bach, Bloomington, Attorney for the Association  
Address, The Bill of Lading  
W. M. Hopkins, Chicago, Traffic Specialist, 72 W. Adams Street  
Report of the Resolutions Committee  
Scale Inspection  
Geo. J. Betzelberger, Delavan, Scale Inspector of Association  
New Business

## ENTERTAINMENT

TUESDAY, JUNE 2, 1914

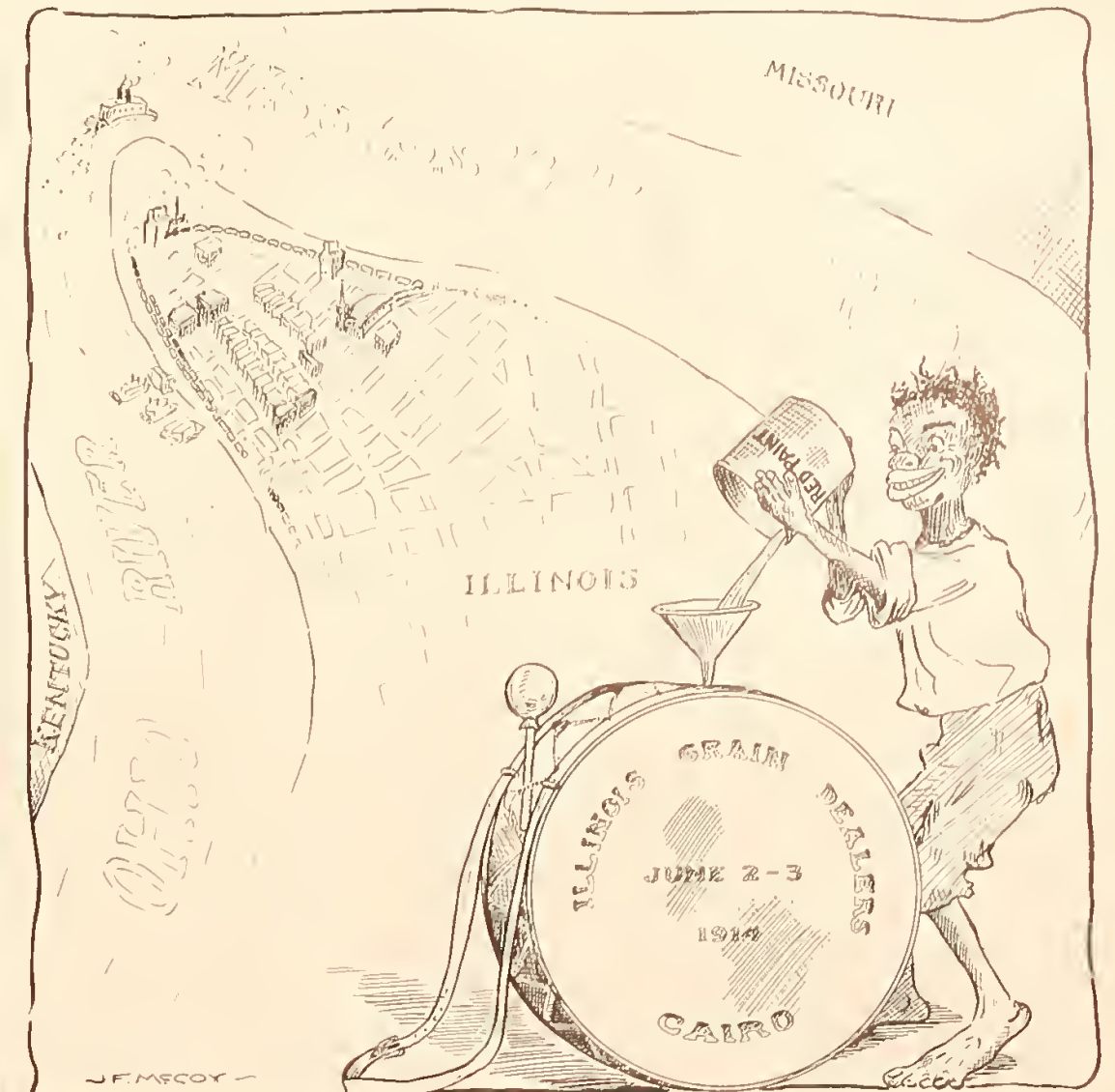
1:30 p. m.—Automobile Ride for the Ladies.  
4:00 p. m. Reception by Cairo Woman's Club for Visiting Ladies.  
8:30 p. m. Reception, Musical Entertainment, and Dance, at Elks' Club. All invited to attend this entertainment.  
9:30 p. m. Stag Entertainment and Smoker, with initiation by Knights of Mystic Krew of Cornus, at K. M. K. C. Hall. All visitors cordially invited.

WEDNESDAY, JUNE 3, 1914.

12:30 p. m. Steamboat ride on the Ohio and Mississippi Rivers on the magnificent steamer "City of Alton." Schedule so arranged as to accord the opportunity to all to set foot on three states while on this trip. Old Fashioned Kentucky Barbecue.  
Return trip so scheduled as to arrive at Cairo between 5:00 and 5:30 p. m.



ROLL CALL WILL BE UNNECESSARY AT THE BARBECUE

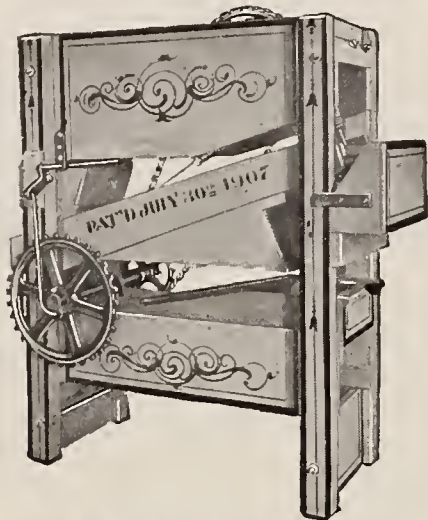


SOME ELABORATE PREPARATIONS ARE BEING MADE AT CAIRO



A NEW DEVICE FOR DETERMINING AC-  
CULATE DOCKAGE

Not only is it necessary to accurately determine the amount of foreign matter in wheat to arrive at the correct dockage, but under the terms of the Lever Bill, which will probably soon be enacted, if grain is sent into another state without inspection, it must not be misrepresented, and accurate tests for foreign matter must be made. To secure absolute accuracy in these tests W. H. Emerson & Sons, of Detroit, Mich., and Windsor, Ont., have perfected a machine for elevator or mill use that separates all oats and other large matter from wheat, and also takes out the dirt and small seeds, deliver-



THE EMERSON WHEAT TESTER

ing each to a separate compartment so that the relative proportion of each can be plainly seen.

The machine is used by the U. S. Department of Agriculture and the State Grain Inspection Departments of Minnesota and Manitoba, and is in constant use in many mills and elevators. Not only does it save money for the buyer, but the farmer is able to see for himself the result of the test and knows that he is being paid for exactly what he delivers. Anyone who has tried to handle dockage on the "guess" basis can appreciate what this means.

The machine is designed merely for testing samples from loads of wheat and has found enthusiastic favor wherever it has been used.

## KAFFIR CORN IN FOREIGN MARKETS

One of the signs of the growing importance of Kaffir corn to American grain shippers is the interest which is being shown in the foreign markets for the disposal of a surplus of the crop. Recent experiments with the grain lead to the belief that the home consumption of Kaffir as meal will take care of much more than is now produced, but the growers and shippers of Kaffir are not waiting for the results of these experiments in this country and are taking time by the forelock in finding new markets abroad.

The American consular officers in Europe have been at some pains to ascertain the feeling for Kaffir and have found that, as a general thing, the grain is little known and that its value as a feeding stuff will have to be demonstrated to the stock-raisers.

In Austria-Hungary corn is used extensively for feed and is the chief grain imported into the country, amounting to 737,689 metric tons out of a total grain import of 804,102 tons in 1912. As the import duty on corn is 25.8 cents per 100 pounds the August price at Vienna being \$1.63, it seems as though there were great possibilities for Kaffir if the stockmen could be convinced of its relative value.

In Germany the interest in Kaffir has progressed far beyond this stage. The principal feeding crop for swine is barley, and scientific investigation is now under way to determine the relative feeding values of barley and Kaffir. This investigation is conducted in the interests of the German colonists in South Africa, the native home of the grain. In the tests which were made the rations were balanced by the addition of meat and fish scraps and dried

potato flakes in each case. It was found that Kaffir was fully the equal of barley as a hog feed, and that the quality of the lard from the Kaffir fed swine was equal to that obtained from those fed on barley.

The analytical tests which have been reported by Professor Hansen are of interest compared with those of barley and corn. The coefficients of the digestibility of Kaffir for hogs are shown to be: For protein, 60 per cent; for fat, 72 per cent; for nitrogen free extract, 83 per cent; for crude fibre, 20 per cent. Applying these coefficients to the analysis of the Kaffir corn and combining them with the known results on barley and corn, the following theoretical feeding values are obtained:

Digestible elements.	Kaffir corn. Pct.	Barley. Pct.	Maize. Pct.
Protein .....	6.47	8.80	7.10
Fat .....	1.98	2.10	3.90
Nitrogen free extract.....	59.12	56.70	65.70
Crude fiber .....	.33	1.10	1.30
Integrated feeding value (Kell- ner theory) .....	69.62	67.90	81.50

In 1912 Germany imported 126,800,000 bushels of feeders' barley, the average price for which was

\$1.126, and 45,000,000 bushels of corn which sold for \$1.126 per bushel. It is estimated that there are 30,000,000 swine in Germany at the present time, and if Kaffir could be imported at a lower price than that paid for barley there is no doubt but that a firm market for the grain could be established.

In England Kaffir corn is still regarded as somewhat of a novelty, but objection has been raised to the blackness of the husks which give an unpleasant color to the meal. This does not affect the feeding value, however, and if the price can be made to compare favorably with that of other feedstuffs there seems no question but that it will grow steadily in popularity. A large importing firm of Liverpool recently gave out the following statement in regard to the grain:

"There is undoubtedly an increasing business to be done in Kaffir corn in this market. The article is a comparatively new one to dealers and consumers in this country, as hitherto no form of durra seed has been obtainable here at the relatively low price of Kaffir corn."

## The Old Man on Cleanliness

The Old Man Objects to Spasm Reform—He Shows How a Community Exposes Its Conscience—And Advocates the Idea of Co-operation

By WAT PENN



HE Chicago paper says they're having a general clean-up this week," Hiram Dodd began as he stood his dripping umbrella in the corner of the little grain office. "That's a pretty good idea isn't it?"

The Old Man sent a cloud of cigar smoke into the air. "Strikes me there ought to be 365 clean-up days in the year instead of seven," he said.

"Folks have other things to do besides keeping clean," Caleb protested.

"There's nothing that keeping clean isn't a part of," the Old Man answered. "From fancy work to elevators, cleanliness is part of the job. It's not a matter of wielding a broom, it's a state of mind. You can—"

"You can't clean up by just thinking it," Caleb laughingly interposed.

"That's where you're dead wrong," the Old Man answered. "For instance, when I shell a load of corn, after I get through I sweep up the floor, sieve it, and run the grain into the stock. I don't sweep to clean up. I sweep because it's part of the job—the corn isn't shelled until I do. I think cleanliness, and it disappears as a separate chore and becomes a part of every operation."

"That may be possible in an elevator that you run yourself, but it can't be true of a city like Chicago," Caleb asserted.

"Maybe it can't be true of a city like Chicago, but it can of a city like Berlin, for instance. In Berlin if a man drops a piece of paper in the street they stand him up against a wall and shoot him."

"What!" ejaculated Caleb.

"Oh, well," the Old Man chuckled. "Maybe they don't shoot him, but they send him to the penitentiary for life, or the policeman slaps him on the wrist, or something like that. In any case the people have got so they have the cleanly habit of mind. They don't think of littering up the streets, not because it's against the law, but because they have been educated up to it."

"Perhaps a few laws like that in this country might help," Caleb suggested.

"We have laws enough," the Old Man said. "There are some towns in this country that are just as clean as the cities of Germany, and on the other hand there are some that resemble a hog wallow. Every town has a community mind, the resultant of the majority attitude on all questions. A hundred pages of statute law wouldn't make a town clean if the community mind wasn't clean. That applies not only to dirt in the streets, but also to morals and drunkenness and divorce and dancing and playing ball on Sunday and every other thing in which private acts indicate a strict or a lax public conscience. The community mind is a greater power than law."

"How are you going to make a community mind?" Caleb asked.

"By education, by persistent and consistent effort," the Old Man answered. "Now take the grain trade, for instance. Years ago we were all working at cross purposes. Every dealer kicked continually to the railroads and to the terminal markets. Every dealer fought for his own individual interest and, as a result, the complaints were all at cross purposes, there was no unity and therefore no force behind the complaints. But now we have our state and national associations; dealers have a chance to get together, exchange ideas, compare grievances, and suggest remedies. As a result a community grain mind is established, and the pressure it bears is shown every day."

"But," said Caleb, "less than half of the grain men of the state are members of the Association. And some of the most progressive and successful are not members."

"I don't agree with you," the Old Man said: "If a grain man is willing to benefit by what the Association has done, and is not willing to bear his share of the expense, he is not progressive. Progress lies along the line of co-operation. The individual may be successful, but just so far as he isolates himself from the principle of co-operation, as worked out in the trade associations, just so far does he relegate himself toward the dark ages. 'Every man for himself and the devil take the hindmost,' may have been a good doctrine when men fought with clubs, but now we know that society is built on the same plan as the chain, each link is a part of the whole and the whole is only as strong as its weakest link. Association, community mind, cleanliness, are all parts of the big scheme of life and the sooner we get in line the better."

"That seems a long way off," Caleb remarked.

"That's what the ostrich's mouth said of its stomach, but the lizard it was eating didn't find it far," said the Old Man.



N. R. MOORE  
Peoria.

# NEWS OF THE TERMINAL MARKETS

E. P. McKENNA  
Chicago.

## EFFECT OF THE GOVERNMENT REPORT

It is the view of Southworth & Co. of Toledo, that: "European conditions take the bloom of our showiest May 1 winter wheat report. On its own merits, the report is ultra-bearish. As a world-factor, viewed in connection with unfavorable European rumors, and spring wheat nervousness, it loses some of the bearish look."

## NEW EXCHANGE BUILDING AT OMAHA

The directors of the Omaha Grain Exchange have decided to erect their own building. It is announced that as soon as a suitable site is secured work will be commenced on an 8-story structure with 100-foot frontage. The trading room of the exchange, as well as most of the offices of members, have been for several years past located in the Brandeis Building.

## CINCINNATI GRAIN MEN INVITE YOU THERE

Full of enthusiasm and energy for the advancement of the Queen City's commercial interests seems to be the Convention and Publicity Department of the Cincinnati Chamber of Commerce. One of the department's recent acts was to mail very broadcast a series of attractive views of the city in post card size calling attention to it as "America's unexcelled convention city."

## THE NEW YORK OATS MARKET

Canadian oats are now above a parity with Western oats, so that for the present their competition is not felt. Another large decrease in the visible and a continuation of light receipts at primary points caused an advance of about one cent per bushel. It is not likely that the movement from first hands will show a material increase until corn planting is finished. Meanwhile, present premiums will probably be maintained. The volume of business, however, has been much smaller and the demand from interior Eastern points has fallen off considerably. Spot conditions show very little change, with offerings moderate and firmly held.—L. W. Forbell & Co., Letter of May 9.

## A TONIC FOR BUSINESS ENTERPRISES

T. A. Grier & Co., of Peoria, Ill., say in a recent letter: "There is nothing to indicate any lessening of the prospects for the coming wheat crop. It looks now like a big yield of Winter wheat and a fine start for the Spring wheat in the Northwest. But the situation abroad is strong. Foreigners seem disposed to take our wheat freely at present values and are doing so, and this is giving the market good support. If we succeed in getting the immense yield of Winter wheat now promised, and it is taken freely abroad, it will be an ideal condition that will help give new tone to all business enterprises in this country and something akin to this is just what is needed at this time."

## A JUNE FORECAST

To June 1 Canada may export 122,000,000 wheat. To June 1 the U. S. may export 123,000,000 wheat and flour versus 133,000,000 last year. This drop in exports suggests July old wheat farm reserves of 35,000,000—about 8,000,000 above a 5-year acreage. Southwest corn reserves very small. Only a moderate June run indicated. Soil conditions good and large corn acreage being prepared. East is confident of big Argentine corn receipts in June but Western corn situation indicates a continuance of present levels over 3 to 4 cents range for long period.

Corn and oats in break buy position. August

cats reserves will be comparatively small. A June cats condition of 90 on acreage of last year (38,000,000) will mean a promise of 1,125,000,000. September oats are at lowest level in years and already represent a giant yield. The factors governing securities show no change.—E. W. Wagner & Co., Chicago, Letter of May 9.

## W. H. TOBERMAN

This is an age of speed. The modern business man thinks quickly, decides quickly, acts quickly. He has to progress rapidly to keep in line with competition, to say nothing of out-distancing it. Nor does he have to violate the moral obligation of "Safety First," for no lives are endangered by turning a little extra steam on his mental processes.



W. H. TOBERMAN

In fact, a certain keenness of perception is resultant in normal minds when under a fair amount of legitimate pressure and it can be said of the subject of our sketch that he and associates are on the qui vive for their patrons' interests the full limit of man's work-a-day time.

W. H. Toberman, president of Toberman, Mackey & Co., of St. Louis, Mo., alleged "fastest growing commission house in America," removed to St. Louis nine years ago from the farm, with one ambition—to become one of the leaders in the commission business in that market. To accomplish this, he has spared nothing. He and Mr. Mackey have associated with them the very highest talent obtainable for each department. And to understand why this company has had such a tremendous growth in its eight years of existence, one should be acquainted with its operations and manner of handling its business.

First, every one of the fourteen persons connected with this firm believes it is the best commission house in St. Louis and will work overtime any day in the week to make it such. Every Saturday afternoon the whole force is called together to talk over the week's work and offer suggestions to better the service for the following week. In

those meetings everyone feels free to offer suggestions or criticize the work of any other member.

Mr. Toberman is also a member of the Board of Directors of the Merchants' Exchange and president of the St. Louis Hay Exchange.

## ELECTION AT NASHVILLE, TENN.

At the regular annual meeting of the Nashville Grain Exchange held the latter part of April, E. M. Kelly of the Liberty Mills was re-elected president of the Exchange for the coming year.

Other officers were elected as follows: R. W. Hale, first vice-president; R. H. McClelland, second vice-president. Directors—C. E. Rose, J. W. Kerr, W. R. Tate, R. H. Worke, F. E. Gillette.

## INSPECTION TROUBLES AT SAVANNAH

The city of Savannah, Ga., is to have a new city inspector and weigher of grain and flour by a city ordinance passed in April. The ordinance was prepared and adopted at the instance of the Board of Trade as the result of the refusal of W. R. Davis, grain inspector, to longer act in his official capacity for the members of the Board of Trade unless those who sought his services were also identified with the Grain Exchange.

## MARKET CONDITIONS

In their May letter, Clement, Curtis & Co., of Chicago, have the following to say about market conditions in wheat, corn and oats:

"While the importing countries have been receiving less wheat at this season of the year than for some time, there has not been any alarm over supplies, it being evident that native wheats abroad have been freely offered. The closeness of the harvests of the large winter wheat promise both here and abroad, has lessened alarm over diminished supplies. The Argentine crop, being the smallest in some years, reduces that country's exports by half, and a poor crop in India removes that exporter from the field until the next crop. Australia is the only country which has been shipping largely, and its surplus will soon be exhausted. While the Russian authorities have revised the crop figures of last year and pushed the total over a billion bushels, the arrivals at the ports and the shipments have not been approaching the suggested surplus. In the latter half of this year the United States and Russia will be the only countries able to furnish winter wheat to Europe, and should the spring wheat harvests be reduced, there will be a very vigorous demand for our crop, even should it reach the startling figures now indicated.

"The Argentine corn crop has cut heavily into the price of the slender surplus from our short crop of last year. The Atlantic and Gulf coasts are being well supplied, and as the South American country can readily furnish 100,000,000 bushels to this continent during the next five months, there will be a constant pressure upon our markets. The large supplies that were held in Chicago have been moving quite freely lately, and finding a market both east and west. The break in the price of 7 cents has caused a very large demand. We do not anticipate a very serious decline in the price of corn, unless trade and business conditions should continue to grow worse, for the effect of curtailment of employment upon the price of commodities is always marked by a hand to mouth trade and a descending price.

"The large oats supplies have been running down the past month, and the market has been inclined to resistance on the break on account of the late-



ness in seeding. The rains the forepart of this week have again increased the selling pressure. For the next month or two the market will be under weather influences of the growing crop."

## ELECTION ON NEW YORK PRODUCE EXCHANGE

The annual election for officers on the New York Produce Exchange will be held the first week in June. The nominating committee of the Exchange has presented its report to President John Aspegren with what is known as the "regular" ticket. President Aspegren, having served two years, retires according to precedent and Vice-President J. Ward Warner is nominated to succeed him. E. G. Broeniman was nominated for vice-president and Edward C. Rice for treasurer.

Managers for two years to be nominated were: Arthur Dyer, Walter B. Pollard, A. Maclay Pentz, E. T. Cushing, Edward Flash, Jr., and Richard A. Claybrook.

## NEW SAMPLING BUREAU

The members of the Duluth Board of Trade of Duluth, Minn., have arranged to establish a sampling bureau to check the work of the state grain graders. It is expected to be in working order by June 1. The new board will be known as the Duluth Sampling Bureau and will be conducted by the Board of Trade under the supervision of P. H. Bevis, who was for several years assistant general manager of the department of grain sampling and seed inspection of the Chicago Board of Trade. The bureau will be under the direction of five members of the board, the first committee being M. L. Jenke, chairman; Watson S. Moore, A. W. Frick, H. J. Atwood and C. F. Haley.

## A SPECIAL CORN LETTER

Charles Sincere & Co., Chicago, say in their special corn letter, May 12:

"Never in the history of the Chicago corn trade have the wits and judgment of the cleverest speculators and most experienced corn handlers been so tested as during the past few months. The secret of the unusual situation can be expressed in three words—'free Argentine corn.' Tersely stated, a few facts stand out clearly to the corn world. First, this country fell short of 1912 yields nearly 700,000,000 bushels. Second, the Argentine corn crop surprised the world, up to the time of maturity, giving a promise of about 240,000,000 bushels surplus. Third, when corn prices promised the highest here, May at 75½ cents, July 71¼ cents, the offerings of Argentine corn became so great as to demoralize prices. Fourth, when enormous holdings were liquidated here, on a fierce decline to 62¼ cents and 62½ cents July and September, because of Argentine pressure and absence of eastern demand, the accident of wet weather came to the South American supply.

"Now the trade is laboring under another set of conditions. Chicago stocks were about 12,000,000 bushels a few weeks ago. Today they are under 4,000,000 bushels. Argentine exports, overtaken by the damaging wet weather, defaulted on sales made for April shipments. This outlook has excited the European trade and several times recently the Liverpool market has been advanced 1 to 1½d or more over night. The seaboard and the gulf states—where railroads were making reduced rates to move Argentine corn to interior points a few weeks ago—are now buying Chicago, St. Louis, Kansas City and Omaha corn. It is a double flop, first to an importing basis with all its demoralization and row back to a domestic basis with greatly reduced stocks and the feeding demand to be reckoned with as in other years.

"We think the trade has felt the bearish influence of free Argentine corn more to date than it will at any time for the summer, no matter what the shipments. We do not join with those who think there is to be a large run of corn reserves after the planting season because feeding sections are sure to outbid this trade and farmers knowing there is a safe market for every bushel of corn back will hold on until assured of the safety of the 1914 crop. It is an error to expect light feeding because of any cholera losses among hogs months ago, because

the experts reporting on live stock declare the country never had larger supply of young pigs than at present. We regard the local receipts of 25 to 60 cars daily, the disappearance of over 65 per cent of Chicago total stocks the past few weeks, and the strong probability of a renewal of the advance in cash prices as almost guarantee of active support.

"If the South or Southwest should compete with the disappointed Argentine corn buyers at the seaboard in trying to buy the remnant of Chicago stocks, it may easily occur that all the active futures will be in the '70s. Keep in mind always the effect of any adverse developments for the crop now going into the ground."

## AN HONOR TO G. H. K. WHITE

Not alone all the members of the Chief Grain Inspectors' National Association, as well as his business associates on the New York Produce Exchange, but countless friends everywhere, will be pleased and gratified to learn of a testimonial on Saturday, April 25, 1914, to G. H. K. White, Inspector in Chief of the New York Produce Exchange, when he was presented with a very handsome watch charm inlaid with diamonds, beautifully in-



G. H. K. WHITE  
Chief Grain Inspector, New York Produce Exchange.

scribed, a gift from the employees of his department in commemoration of his 25th anniversary as inspector in chief for that market.

In the presence of all his employees in the office of the department, in a very appropriate and impressive manner Arthur Boyce, Mr. White's chief deputy, made the presentation of the gift, which was accepted with much surprise and very evident deep gratitude at the harmonious spirit and profound feeling of esteem in which he was held by his men.

Mr. White is one of a number of prominent grain men whose experience in handling grain dates back many years.

At the age of eleven he was sent to boarding school in Stamford, Conn., and later on attended schools at Fergusonville and Newburgh, N. Y. After leaving school he entered the grain office of his uncle, with whom he was associated for nine years. For eight years he was superintendent of the International Elevator Company and for a like period following was superintendent of Hazeltine & Annan's warehouse.

In 1882 he associated himself with the grain inspection department as a deputy inspector under the late A. D. Sterling and served under him until the time of his death in 1889.

Mr. White was appointed Mr. Sterling's successor on April 25, 1889, and has filled the office with credit to himself and honor to the New York Produce Exchange ever since.

He resides at Sea Cliff, Long Island, being very active in its civic affairs, having served with credit as Judge, and is still a member of the Health Board, and a prominent member of the Masonic order,

Royal Arcanum, Society of Old Brooklynites, Volunteer Fire Department of Brooklyn and many other organizations.

The committee on grain of the New York Produce Exchange was also present at the testimonial to Mr. White and its chairman, William Riem-schneider, presented him with an engraved set of resolutions expressing their congratulations, and witnessing to their respect for and hearty approval of his long term of official service.

## KANSAS AN UNCERTAIN WHEAT STATE

Says our Boy Solomon of Toledo: "Kansas is a very uncertain wheat state. It generally fades as harvest approaches. Will this year be an exception? May report indicates a yield of 132,000,000 bushels. Year ago the prospect was for 115,000,000 but it turned out only 87,000,000 bushels. They have never raised as much as a hundred millions. Wheat condition there averages a decline of eight points during May and June. Hot winds, wet harvest, drouth and rust are still possible. They produce mostly hard winter, part soft, but less than a million bushels of spring. Their domestic wants are small. Kansas mills can grind forty-five millions. Farmers there generally rush millions forward soon after harvest. It is the largest winter wheat State."

## ANNUAL REPORT MILWAUKEE CHAMBER OF COMMERCE

We have received from H. A. Plumb, secretary, a copy of the fifty-sixth annual report of the Chamber of Commerce of the City of Milwaukee. The report comprises the year ending December 31, 1913, and the fiscal year of the Chamber of Commerce ending April 6, 1914.

The report is given in full of the fifty-sixth annual meeting of the Chamber of Commerce held April 13, 1914, and there are full reports given by Secretary H. A. Plumb of the work of his office, by Geo. A. Schroeder, manager of the Freight Bureau, and by H. M. Stratton, chairman of Supervisors of Grain Inspection and Weighing.

Altogether there are 170 pages devoted to the trade and commerce of Milwaukee and 115 pages given in an appendix to the charter and rules of the Chamber of Commerce.

## THE CORN SITUATION

The market letter of Finley Barrell & Co., Chicago, for week ending May 11, says of corn:

"The Argentine situation has been prominently before the trade again this week, but the reverse of its influence as wielded for weeks past. Torrential rains in that country continued until Thursday preventing shipments, stopping country movement and reducing the probable exportable surplus materially. Corn bought by the East for April shipment was defaulted on by Argentine shippers and corn bought for first half of May shipment was either cancelled by the payment of a cash premium or shipment transferred to the last half of May at the cost of several cents per bushel penalty. As high as 2 to 5 cents per bushel was paid in some cases this week. Several direct cables from Argentine, including one to ourselves, reduced the exportable surplus by at least 20,000,000 bushels and indicated much corn of an inferior quality as well as very light May shipments from there. These conditions and the failure of Argentine corn to clear caused much scurrying by the buyers in this country in an effort to protect themselves and resulted in tightening the eastern cash corn situation materially. It has served to establish the truthfulness of recent statements regarding Argentine corn and probable shipments as made in these letters from week to week. Until late in June this country must rely almost solely on domestic supplies and then it is questionable how large an amount of Argentine corn will be available.

"An erroneous impression prevails that owing to a mild winter and the enormous losses in the hog population by cholera, that there is a large amount of corn to move after planting. This is a fallacy. Government figures show that there was a loss of only 2,000,000 hogs and receipts show that since this present corn crop started to move there have



been more hogs received by 5 per cent than the same time last year. Stock Yards authorities say they bear evidence of good feeding and are fat and well finished. The farmer has had no incentive to sell corn at any time on this crop. When futures were the highest, cash corn discounts were the largest and when discounts melted futures were the lowest and there was never a time on the farm that the farmer could not make his corn bring 80 cents by feeding it to his stock. Will the farmer sell his corn freely before he knows what his new crop is likely to be with so excellent an investment at his very door? We think not and confidently expect that he will hold his corn until he knows definitely what his prospect for another crop is.

"As we view the situation we believe that before another free country movement of corn is experienced the underlying 433,000,000 bushels deficit of the present crop will make itself felt in a cash corn stringency that will spell fancy premiums to holders and owners of cash corn. We therefore favor purchases on all declines."

## CARTOONS AID COMMISSION FIRM

It is generally admitted that the cartoon plays a decidedly important part in the best form of modern advertising. The Quinn-Shepherdson Company of Duluth and Minneapolis is one firm which has been employing the cartoon idea with great success for sometime, and some of these sketches are well worth reproduction. Among them is the accompanying drawing of a typical American hobo. This illustrates better than a volume of words just what the company aims to bring out, i. e., the wide distribution of its grain shipments.

## CHANGES IN MEMBERSHIP

**Baltimore.**—During the past month Secretary James B. Hessong reports that Walter A. Frey was elected to membership in Chamber of Commerce, the membership of J. N. Gilbert (deceased) having been transferred.

**Chicago.**—New members recently admitted to Chicago Board of Trade are W. S. Nicholson, H. C. Moore, F. M. Anderson, F. J. Taylor, Wm. D. Leary, A. S. Webbe, Jno. H. McReynolds, Wm. J. Flanagan, John Gillies, Geo. A. Hill, C. P. Cline, F. C. Hollinger. Secretary J. C. F. Merrill reports that the following memberships have been transferred during April: E. W. Lewis, C. W. Chapin, P. S. Arthur, Estate of Jno. O. Monroe, C. A. Jennings, A. A. Wolf, Siegfried Mayer, Estate of Jas. Bradley, Wm. H. Alcock, Harold C. Smith, Wm. S. Anderson, Philip R. Dugan, and F. D. Strawbridge.

**Duluth.**—R. C. Cargill, E. M. White, and J. B. Becker have been elected to the Duluth Board of Trade according to Charles F. MacDonald's report as secretary and the memberships of S. S. Cargill and Carlisle Hastings have been withdrawn.

**Kansas City.**—On transfer from W. G. Haseltine, E. D. Bigelow, secretary of Kansas City Board of Trade, reports H. L. Stroud admitted to membership.

**Milwaukee.**—Secretary H. A. Plumb notes that the changes occurring in Milwaukee Chamber during April were A. W. Matter, newly elected, and memberships of Frank J. Bell, T. L. Hanson (deceased), David Vance (deceased), and John P. Prather, transferred.

**Richmond.**—The Grain Exchange admitted T. A. Gommess & Co. as members in April, according to Secretary Y. E. Booker.

**San Francisco.**—Joseph Schweitzer, Thomas Alton and Max Wolf were admitted to the Grain Trade Association membership recently is the report of T. C. Friedlander, secretary.

**St. Louis.**—At the April meeting, the Merchants' Exchange admitted Adolph Schuessler, Stuart G. Stickney, William

H. Wright, Edward O. Stonebraker, and George I. Drew to membership. Secretary Eugene Smith reports the following memberships transferred: James A. Connor, Alexander A. Bryden, Sebastian Bosler, George W. Niedringhaus and O. W. Cash.

**Toledo.**—O. W. Randolph succeeds D. B. Noyes as member in the Produce Exchange. Report of Archibald Gassaway, secretary.

## TERMINAL NOTES

Al Williams has been added to the corn pit trading force of the Armour Grain Company of Chicago.

The Armour Grain Company of Chicago, Ill., has opened an office on the Winnipeg Grain Exchange, Winnipeg, Man.

Alex Harsh of the firm of A. C. Harsh & Company of Nashville, Tenn., will establish a grain business at St. Louis, Mo.

D. M. DeCosta, one of the oat traders for Lamson Brothers Company, of Chicago, left New York early in May on a trip to Europe.

Charles F. Glavin, a grain broker in the Milwaukee Chamber of Commerce, Milwaukee, Wis., suspended business the latter part of April.

James McRae, with John McLeod & Co., Minneapolis, Minn., left Minneapolis recently for a three months' trip to his old home in Scotland.

The many friends of Geo. A. Hax, of G. A. Hax & Co., Baltimore, Md., will be glad to learn that he has entirely recovered from his recent illness.

Henry A. Lederer of the grain firm of Lederer Brothers of Baltimore, Md., sailed with his wife the latter part of April on a prolonged trip to Europe.

Logan & Bryan, of Chicago, Ill., have admitted Frank C. Hollinger into partnership. Mr. Hollinger has been connected with the firm for the past twenty years.

Larry Longnecker and William J. Flanagan have taken over the private wires of Ware & Leland at Sioux City, Iowa, and will continue the business in the old offices in the Davidson Building as Longnecker & Flanagan. They have a paid up capital stock of \$25,000 and have taken out a membership

in the Chicago Board of Trade. They will act as Sioux City correspondents for Ware & Leland.

E. R. Rehnke, of Duluth, Minn., has been appointed chairman of the state board of grain appeals, with headquarters at Minneapolis, and will remove to that city.

John Gillies, who has been office manager, for a number of years past, of the well known firm of Hulburd, Warren & Chandler, Chicago, has been admitted to membership in the firm.

Frank E. Gulick, manager of the grain department of Re Qua Brothers, Chicago, who has been spending a few weeks on his farm in Virginia, is expected back very shortly in Chicago.

W. A. Gardner & Co. will remove their offices on June 1 from the Board of Trade Building to the new Continental-Commercial National Bank Building at the corner of LaSalle and Adams Streets.

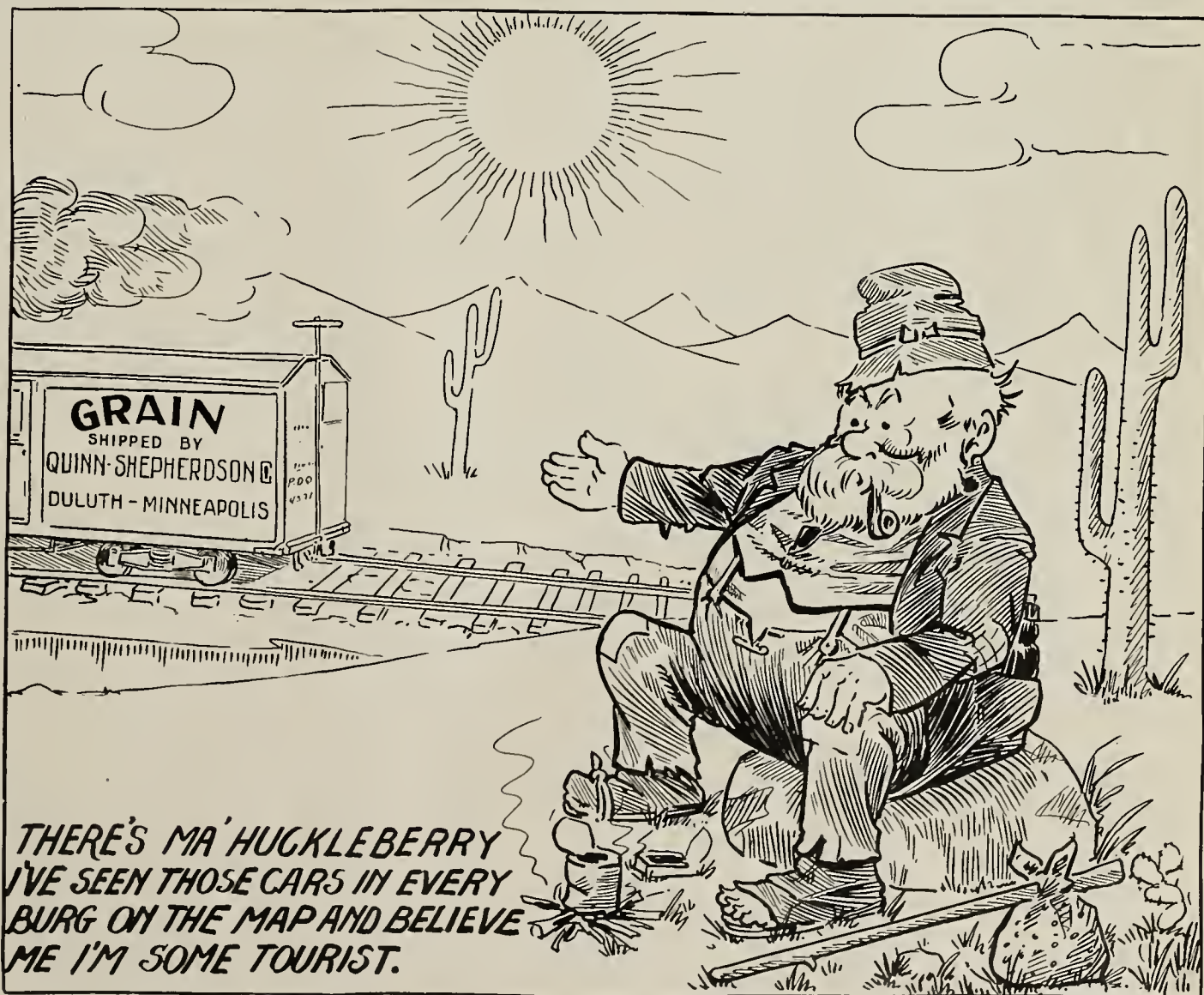
George R. Thornton, who has been for more than ten years past connected with the firm of Walter Fitch & Co., of Chicago, became manager of their Union Stock Yards branch at 178 Exchange Building, on May 1.

Frederick C. Aldrich, of the firm of Finley, Barrell & Co., Chicago, was selected in May by the nominating committee of the Chicago Stock Exchange to succeed himself as president of the Exchange for the coming year.

Otto Waitzmann, with Rosenbaum Brothers, Chicago, will be married on Saturday, May 16, to Mrs. Georgia W. Stonehouse of Chicago. They will be at home, after a brief honeymoon trip, at No. 817 Lafayette Parkway, Chicago.

The Sherry-Bacon Grain Company, St. Louis, Mo., retired from business the latter part of April. The firm was founded many years ago by the late Joseph Sherry. After a short vacation C. H. Bacon may re-engage in the grain business.

An H. D. Nordman has recently defrauded several receiving houses in Chicago by false bills of lading. One of his late coups was the securing of \$500 from a commission firm which received a forged bill of lading for a car of corn supposed to come from Nordman at Anamosa, Iowa. Commis-





# THE AMERICAN ELEVATOR AND GRAIN TRADE

May 15, 1914.

sion houses should investigate carefully all alleged shipments of grain from unknown shippers before honoring any drafts on same.

The Gould Grain Company, one of the prominent grain firms of Minneapolis, Minn., has completed arrangements for the opening of a branch office at Sioux City, Iowa. It will be located in 411 Boyce-Greely Building and will be in charge of W. N. Harrington.

Frank Alstrin is now manager "on change" on the Chicago Board of Trade for Finley Barrell & Co. Mr. Alstrin is regarded as one of the best posted men in the grain trade and has been associated with Finley Barrell & Co. for upwards of fifteen years.

Owen & Barker have purchased the entire brokerage business of Jennings, Owen & Jennings, Inc., of Lynchburg, Va., and will continue a strictly brokerage business, handling grain, hay, feed, produce and groceries. Offices will be located in the First National Bank Building, of Lynchburg.

Edward Mezgar, whose home is in Alexis, Ill., was recently arrested in Chicago on the charge of embezzlement preferred by W. A. Fraser of the firm of W. A. Fraser & Co., which recently suspended due to financial difficulties. Mezgar, it was alleged, embezzled \$2,000 while in the employ of the firm.

S. B. Harting and Leroy Urmston, who have been associated together in the grain business at Tipton, Ind., for many years and who operate a line of elevators in Indiana, have opened an office in the Board of Trade Building, Indianapolis, where the headquarters of the firm will be located in the future.

The members of the Produce Exchange of Toledo, Ohio, gave a farewell dinner on the evening of May 9 to Fred W. Jaeger of J. F. Zahm & Co. and Chas. S. Burge, who sailed May 14 on a three months' trip to Europe, and to Henry L. Goeman, who will remove his main office to Mansfield soon after June 1.

Dan B. Granger & Co. is a new firm to engage in the grain and hay commission business on the Chamber of Commerce, Cincinnati, Ohio. The members of the firm are Dan B. Granger and Lou McLaughlin, both well known grain men in the Cincinnati market. The firm has its main office in the Neave Building.

F. H. Peavey & Co., of Minneapolis, Minn., has announced that it will pay off on August 1 the \$2,000,000 6 per cent notes, which were given in 1911 in settlement of the obligations of the firm following the mysterious death of James Pettit, manager of the Peavey Grain Company of Chicago, a branch of the parent concern at Minneapolis. The embarrassment of the company in 1911 was not due to lack of good assets, but to inability to turn them into cash without severe loss when the company was suddenly confronted with the huge debts of the Chicago branch office.

The Blanchard-Niswonger Grain Company has been organized at Omaha, Neb., and has leased the terminal elevator which was built by the Middle-west Elevator Co., and later owned and operated by the Saunders-Westrand Elevator Co. The members of the new firm are J. B. Blanchard and C. E. Niswonger. Mr. Blanchard was for years an active member of the South Omaha Live Stock Exchange and later manager of Gate City Malt Company. Mr. Niswonger was recently manager of the Saunders-Westrand Elevator Company and has been identified with the grain interests of Omaha for years. The new company will have offices in the Brandeis Building.

A new firm was established to carry on a general commission business in grain and seeds in the Chicago market on May 15. It is composed of two well known men in grain circles, Robt. W. Carder and Edwin L. Hitch and the business will be conducted under the style of Hitch & Carder. Mr. Carder has been a member of the Chicago Board of Trade for 17 years, the greater part of which time he has been associated with W. A. Fraser & Co. Mr. Hitch has likewise been a member of the Board of Trade for many years and for the past four years

has been engaged in the grain business at Mendota, Ill., as Hitch & Moore. The new firm will have offices at 605 Insurance Exchange Building.

The offices of the Goemann Grain Company, of Toledo, Ohio, will be moved to Mansfield, Ohio, on June 1, where the company owns and operates a large grain elevator. Mr. Henry L. Goemann, head of the firm, states as a reason for the removal that the business of the company can be managed better if the offices are located nearer to the plant. While in Toledo Mr. Goemann has been very active in the Commerce Club and the Toledo Transportation Club, from among which bodies he will be greatly missed.

## RECEIPTS AND SHIPMENTS

Reports from the leading grain markets and terminal points in the United States show the following receipts and shipments for the month of April, 1914:

**BALTIMORE.**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce.

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus....	530,537	1,100,210	811,739	1,063,728
Corn, bus....	197,689	1,011,112	54,568	2,865,245
Oats, bus....	450,573	283,394	62,959	23,750
Barley, bus....	5,497	946	.....	3,388
Rye, bus....	295,591	203,582	313,145	145,715
Hay, tons....	4,511	4,714	760	636
Flour, bbls....	111,542	118,994	65,084	44,661

**CHICAGO.**—Reported by J. C. F. Merrill, secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus....	1,484,000	2,924,000	2,067,000	3,285,000
Corn, bus....	2,139,000	3,622,000	6,705,000	8,208,000
Oats, bus....	5,895,000	7,640,000	7,849,000	7,018,000
Barley, bus....	1,452,000	2,276,000	549,000	647,000
Rye, bus....	218,000	222,000	190,000	262,000
Timothy sd., lbs.	1,977,000	3,964,000	1,955,000	4,629,000
Clover sd., lbs.	412,000	279,000	740,000	707,000
Other grass sd., lbs.	903,000	1,223,000	2,633,000	4,122,000
Flax seed, bus.	10,000	71,000	3,000	22,000
Broom cn., lbs.	760,000	1,163,000	986,000	1,478,000
Hay, tons....	42,962	17,004	5,652	827
Flour, bbls....	783,000	786,000	484,000	416,000

**CINCINNATI.**—Reported by W. C. Culkins, superintendent of the Chamber of Commerce.

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus....	147,439	98,570	170,769	91,467
Corn, bus....	585,211	272,289	620,682	199,673
Oats, bus....	465,935	248,516	416,503	336,864
Barley, bus....	79,349	57,000	11,978	2,697
Rye, bus....	30,640	29,428	12,849	6,183
Timothy seed, 100-lb. bags..	2,955	3,030	3,565	2,902
Clover seed, 100-lb. bags..	5,682	1,361	8,915	3,906
Other grass sd., 100-lb. bags..	9,311	6,857	9,591	8,258
Flax seed, 100-lb. bags....	24	11	1,177	12
Broom cn., lbs.	45,247	47,580	7,597	765
Hay, tons....	20,791	8,110	19,752	6,139
Flour, bbls....	126,459	83,558	97,835	39,184

**DETROIT.**—Reported by M. S. Donovan, secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus....	52,000	3,000	122,000	85,000
Corn, bus....	86,200	106,800	152,000	170,600
Oats, bus....	244,500	248,000	39,500	44,400
Rye, bus....	19,000	5,000	12,000	11,000
Flour, bbls....	39,500	31,000	47,200	39,000

**DULUTH.**—Reported by Chas. F. MacDonald, secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus....	1,177,499	2,656,037	2,942,978	3,781,683
Corn, bus....	.....	10,788	260,114	.....
Oats, bus....	72,303	490,993	535,080	184,464
Barley, bus....	65,736	371,294	311,197	746,839
Rye, bus....	10,824	46,659	49,485	51,575
Flax seed, bus.	376,876	1,171,779	3,919	919,173
Flour, bbls....	263,405	501,110	152,910	396,080
Flour, bbls. produced	69,135	63,405	.....	.....

**GALVESTON.**—Reported by H. A. Wickstrom, chairman inspectors, the Cotton Exchange and Board of Trade.

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus....	142,000	421,000	.....	427,311
Corn, bus....	4,000	16,000	.....	.....
Oats, bus....	19,000	3,000	.....	.....
Rye, bus....	.....	4,000	.....	.....
Flour, lbs....	5,032,400	.....	.....	.....
Flour, bbls....	.....	.....	.....	25,591

**INDIANAPOLIS.**—Reported by Wm. H. Howard, secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus....	45,000	35,000	3,000	11,000
Corn, bus....	787,000	730,000	478,000	374,000
Oats, bus....	231,000	438,000	101,000	89,000
Hay, cars....	105	.....	.....	.....

**NEW YORK.**—Reported by H. Heinzer, statistician of the Produce Exchange.

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus....	1,598,720	1,341,600	1,608,612	.....
Corn, bus....	149,850	199,125	38,221	.....
Oats, bus....	1,514,700	1,181,875	659,283	.....
Barley, bus....	181,900	682,125	301,913	.....
Rye, bus....	40,800	94,300	50,759	.....
Timothy seed, bags	.....	.....	381	927
Clover seed, bags	3,018	280	1,635	1,391
Broom cn., lbs.	.....	218,400	.....	79,798
Hay, tons....	25,112	22,581	5,948	bales
Flour, bbls....	674,432	695,880	469,853	427,445

**KANSAS CITY.**—Reported by E. D. Bigelow, secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus....	892,800	1,268,400	1,984,800	1,544,400
Corn, bus....	2,160,000	1,105,000	2,380,000	1,013,750
Oats, bus....	756,500	666,400	1,302,000	438,600
Barley, bus....	57,800	40,600	9,800	2,800
Rye, bus....	4,400	3,300	3,300	3,300
Kafir cn., bus.	15,400	150,700	26,000	141,000
Bran, tons....	840	560	10,220	8,420
Hay, tons....	17,652	22,116	7,152	7,596
Flour, bbls....	9,250	9,750	110,000	161,250

**MILWAUKEE.**—Reported by H. A. Plumb, secretary of the Chamber of Commerce.

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus....	371,175	381,800	269,687	343,412
Corn, bus....	376,125	337,480	804,366	881,327
Oats, bus....	989,900	930,600	1,430,478	740,178
Barley, bus....	876,300	1,194,700	240,082	428,591
Rye, bus....	162,305	248,600	194,661	220,220
Timothy sd., lbs.	90,000	91,905	240,000	120,000
Clover sd., lbs.	183,751	84,649	150,400	100,650
Flax seed, bus.	55,660	68,400	.....	.....
Hay, tons....	3,540	3,331	1,636	387
Flour, bbls....	199,400	201,940	150,882	286,183

**MINNEAPOLIS.**—Reported by H. W. Moore, statistician of the Chamber of Commerce.

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus....	5,623,380	6,397,030	1,916,340	2,385,830
Corn, bus....	395,680	173,720	675,880	204,900
Oats, bus....	845,170	1,141,530	2,987,850	1,734,950
Barley, bus....	899,540	1,546,260	1,678,750	1,886,160
Rye, bus....	220,960	239,190	182,820	283,500
Flax seed, bus.	269,740	742,360	42,810	154,600
Hay, tons....	2,060	1,940	300	260
Flour, bbls....	61,865	53,081	1,508,260	1,387,766

**NEW ORLEANS.**—Reported by W. L. Richeson, chief grain inspector of the Board of Trade.

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus....	.....	.....	889,290	1,598,741
Corn, bus....	.....	.....	109,930	410,198
Oats, bus....	.....	.....	3,120	39,306

**OMAHA.**—Reported by F. P. Manchester, secretary of the Grain Exchange.

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus....	506,400	1,164,000	613,200	996,000
Corn, bus....	1,635,600	865,200	3,226,300	1,958,000
Oats, bus....	802,400	963,000	1,636,500	1,620,000
Barley, bus....	29,400	15,000	.....	1,000
Rye, bus....	7,700	11,000	6,000	9,000

**PHILADELPHIA.**—Reported by A. B. Clemmer, secretary of the Commercial Exchange.

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus....	476,026	269,503	539,763	354,364
Corn, bus....	90,279	214,034	.....	408,458
Oats, bus....	803,358	476,353	64,979	.....
Barley, bus....	3,000	29,671	.....	42,996
Rye, bus....	3,200	7,200	2,854	25,834
Flax seed, bus.	3,800	7,682	.....	17,400
Hay, tons....	6,523	6,105	.....	.....
Flour, bbls....	163,053	190,750	41,468	137,248

**SAN FRANCISCO.**—Reported by T. C. Friedlander, secretary of the Grain Trade Association.

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, centals.	287,335	240,946	168	745
Corn, centals..	1,815	5,009	60	215
Oats, centals..	22,250	62,790	502	278
Barley, centals.	318,485	201,326	193,602	13,383
Rye, centals....	.....	3,685	.....	.....
Hay, tons....	8,010	8,119	1,246	851
Flour, bbls....	97,539	88,296	29,139	24,339

**ST. LOUIS.**—Reported by Eugene Smith, secretary of the Merchants' Exchange.

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus....	1,237,996	1,389,417	1,420,120	1,781,760
Corn, bus....	1,010,430	2,172,800	970,730	1,216,400
Oats, bus....	1,460,300	1,280,350	1,724,210	1,153,600
Barley, bus....	96,000	14,750	23,530	2,630
Rye, bus....	9,900	11,100	7,490	7,880
Hay, tons....	19,165	14,720	10,410	7,445
Flour, bbls....	255,050	240,400	328,495	282,830



## TRADE NOTES

Among recent callers at this office was C. D. Neal, the popular representative of Barnard & Leas Manufacturing Company of Moline, Ill. A number of good contracts have recently been closed, and Mr. Neal reports the Moline firm as very busy in all departments.

F. H. Morley, manager of the Chicago office of the Invincible Grain Cleaner Company of Silver Creek, N. Y., has removed his headquarters from room 805 Webster Building to room 1041 where he will extend the same cordial welcome to his friends as formerly.

The Maroa Manufacturing Company of Maroa, Ill., manufacturers and distributors of the very successful Boss and King Car Loaders for the grain trade, have recently added to their line several electrical specialties patented by Jas. A. Worsham, their new secretary and general manager.

The Barbeau Grain Hulling Machine Company of Dayton, Ohio, manufacturers of the Barbeau Wheat Huller and Tempering Machine, has recently incorporated with a capital stock of \$15,000. The incorporators are C. J. Barbeau, R. B. Retter, C. J. Matern, G. R. Murray and C. E. Schmidt.

L. E. Taylor & Co., of Minneapolis, Minn., write us that our item in last month's issue referring to the 'Englehart' Flexible Spout Holder and Car Loader was somewhat misleading. L. E. Taylor & Co. have the exclusive sale for this device in the United States and the factory name is Englehart Flexible Spout Holder & Car Loader Co.

The hospitality of the J. Rosenbaum Grain Company of Chicago, Ill., has never been questioned and out-of-town grain men and millers visiting in Chicago will be no more graciously received than formerly. But they will notice a very great change in their offices in the Postal Telegraph Building. These have been entirely remodeled throughout the past month to make them more convenient for heads of departments, cashiers, bookkeepers and office help, and of a "nineteen-fourteen" character in all respects.

The Macdonald Engineering Company of Chicago followed a universal custom by moving May 1. The distance was not great, being from the fifth floor to the ninth floor of the Monadnock Building, where their facilities will be largely improved for taking care of their grain elevator construction business. More drafting room has been secured with greater light for an increased force of draftsmen and officers and heads of departments have private offices. The company is well pleased with its new quarters and expects to be located there for some time to come.

J. B. Antes of Rockford, Ill., practical feed mill and grain elevator builder and special sales agent for Illinois, Wisconsin, Iowa and Minnesota, has issued a booklet calling attention to some of the specialties which he handles. It includes machines of the Bauer Brothers Company of Springfield, Ohio; Burgess-Norton Mfg. Co. of Geneva, Ill., and the Philip Smith Manufacturing Company of Sidney, Ohio. Mr. Antes has certainly made connections with good firms and in his book he illustrates and publishes testimonials on all the machines in which he wishes to interest the grain trade of his territory.

At the annual meeting of the stockholders of the Joseph Dixon Crucible Company of Jersey City, N. J., held at the company's main office in Jersey City, N. J., on Monday, April 20, 1914, the retiring Board of Directors, consisting of Geo. T. Smith, William Murray, George E. Long, Edward L. Young, William G. Bumsted, J. H. Schermerhorn and Harry Dailey, were unanimously re-elected. The meeting was attended by a large number of stockholders who expressed satisfaction with the present management and recorded the largest vote ever represented at an annual election, 9,628 out of a possible

10,000 shares being represented. The officers of the company, consisting of Geo. T. Smith, president; George E. Long, vice president; J. H. Schermerhorn, treasurer; Harry Dailey, secretary, and Albert Norris, assistant treasurer and assistant secretary, were also re-elected.

The Hess Warming & Ventilating Company of Chicago, Ill., announces that after a series of experiments it has succeeded in adapting the glass flask tester to use with gasoline for fuel. This has not been done heretofore, alcohol and gas being the only fuels successfully used with the glass flask tester. The Hess Company's tester with copper flasks has been widely used with gasoline and now the company is prepared to supply gasoline burners with its glass flask testers, which are built exactly on the specifications of Bulletin 72, Department of Agriculture, and generally known as the Brown-Duvel tester.

May 1 was moving day for F. M. Smith, veteran salesman for the Huntley Manufacturing Company of Silver Creek, N. Y., likewise Civil War veteran, where he followed up the engagement of the Monitor with the Merrimac by keeping in the front of the fray with the "Monitor" machine ever since. And, too, he claims to have gained many memorable victories. Be that as it may, and we have no reason to doubt it, his Chicago office will henceforth be in room 306 Traders' Building, where he will have more space than formerly and can consequently take care of the Chicago end of the business of the Silver Creek firm to greater advantage.

The Hess Warming & Ventilating Company of Chicago, Ill., have been receiving recently a good many foreign orders and inquiries for Hess Driers. The Liverpool Grain Storage & Transit Company cabled April 17 for a No. 8 Hess Grain Drier and Cooler having a daily capacity of 36,000 bushels. A Hess Drier was shipped last month to the Colonial Government of the Leeward Islands, British West Indies, for drying maize. They have submitted estimates for driers to the Imperial Government of Russia, to the agricultural department of Punjab, India, as well as for an equipment to go to Portuguese East Africa.

## STORAGE TICKET WEIGHTS FINAL IN CANADA

The finality of country elevator grain weights to the farmer was established recently by the Canadian Board of Grain Commissioners. A grower after contracting for special binning with a co-operative elevator company had his grain shipped to a terminal market. His original weigh ticket of the country elevator at the time of binning called for 1,017 bushels, and after being received and cleaned at the terminal elevator the shipment was reported back 161 bushels heavier. For this the grower claimed full payment, but the co-operative company showed the Board that the farmer might see his grain weighed and binned, thus his tickets should be final, for if there was any shortage of weight at terminal point then the country elevator must make good. It also showed the possibility of mistakes in binning. Thus if the company were made to pay shippers for both shortages and surpluses it could not continue the "special binning" of grain, but must follow the larger elevator companies in their practices.

The decision states that all of the surplus could not have been the shipper's but some grain belonging to another party must have been mixed with it. The special binning of grain in accordance with the Canadian Grain Act is a method of handling grain which it is desirable to maintain rather than discourage as it is in favor of the producers as a whole. Thus the weight on a storage ticket shall govern

unless an investigation by the board reveals some reason for the contrary.

## THE VERY LATEST IN MAN HOISTS

In placing their new Weller Improved Portable Man Hoist on the market the Weller Manufacturing Company of Chicago states that for many years there has been much need of a simple, comparatively light and absolutely safe man hoist for use in large elevators and storage plants.

The Weller Improved Man Hoist fills this requirement in every way. It is constructed in a very substantial manner, the frame being pipe, the castor forks of steel with strong wheels and the entire outfit occupies a comparatively small space and can be readily moved about. The accompanying illustration gives a partial idea of the simple though substantial construction of the man hoist.

The enclosed gearing of a ratio of about 1 to 5 gives the operator a powerful leverage. The brake drum, with ratchet, is cast on the drum so that even if the gearing breaks there is no possibility of the man in the cage being dropped.

In order to lower the cage the extended lever with weight must be lifted above a certain point and



WELLER IMPROVED PORTABLE MAN HOIST

the lowering of this weight, either accidentally or intentionally, positively locks the drums. It will be readily seen that even should an accident befall the operator the man in the swing could not drop.

Before shipping, each machine is tested out under a load of 600 pounds and a strong boy can handle a load of 250 pounds with ease. This is only one of many improved devices made by the Weller Manufacturing Company for use in grain elevator and similar construction work.

## A FIRST HAND REPORT OF ARGENTINE CORN

Many conflicting reports have been circulated regarding the corn conditions of Argentine, so that a first hand report by a trained observer will be welcomed by the trade. H. Clay Dempsey, of the Union Iron Works, Decatur, Ill., has recently returned from a business trip to Argentine, during which the manner of growing and marketing corn was the principal object of his sojourn, as it was to get definite data on the Argentine market for the Western line of machinery that Mr. Dempsey made the trip. He covered many miles of the country in an automobile during the height of the harvesting season and is therefore in a position to speak of conditions as they actually exist.

The exporting trade for Argentine grain is entirely controlled by five firms who have worked with the railroads in preventing the establishment of grain elevators, which would take the control of the shipments away from this monopoly, and would also force the railroads to provide grainproof cars. At present all the grain is sacked. Describing these conditions Mr. Dempsey says:

Grain of all kinds must be sacked by the farmer on his farm and to give some idea of what this means, it takes \$50,000,000 worth (their money) of sacks a year to handle the grain, and the farmers have to buy



the sacks from the grain exporters. Each sack is damaged by the time it leaves the dock, either purposely or accidentally, and when the farmers were discovered to be buying these damaged sacks and repairing them, the exporters began exporting the damaged sacks so that the farmers would have to buy new ones.

When the board of trade of Buenos Aires brought positive proof of this condition before the proper officials, an export duty of five cents gold was placed on each damaged sack exported. This stopped it and helped the farmers.

One of the greatest drawbacks to the rapid development of the country is the system of landlordism which prevails. The tenant farmers are mostly from Latin Europe and get what they can from the soil with no thought of conservation or permanent improvement. In this connection Mr. Dempsey goes on to say:

The farmers of Argentina, who raise grain of any kind, are mostly tenants, Italians. Occasionally you come to a farm which is operated by the owner, and here you will find a comfortable house of Moorish design, built entirely of brick, coated outside and inside with cement, which is done in a very workmanlike manner.

This character of buildings prevails all over Argentina, both in the cities and country. Brick is used throughout the country as there is no timber available, and the farmer makes his own brick, which are crude and rough, and burns them with straw or corn fodder; but the tenant farmer, God help him, for his accommodation, has a brick shack, laid up in mud, with walls no higher than absolutely necessary, with dirt floor and seldom a window (the open door lets in the light); this house keeps off the rain and sun. As it is never cold enough to freeze, having only light frost at the most, the tenant does not need a barn for his stock; the ground serves for the floor and the sky makes the roof.

Of the crop and the manner of caring for it Mr. Dempsey compares it with the corn farming in this country, as follows:

Corn is raised in South America the same as in the states. They use American farm machinery throughout with the exception of farm wagons. Would judge that about ninety per cent of the corn is planted with listers instead of corn planters, and the fields, at shucking time, appeared to be about the same as those at home; some with more weeds than others. The corn stalks are not so high or heavy, and nearly all the corn raised is the small yellow, flint corn, with very little moisture; scarcely any with as high as 14 per cent. A sample of the present crop has been received in the United States for moisture test. These tests show less than 12 per cent moisture as compared with 20 to 21 per cent moisture tests of our corn.

The only crude thing was the way the farmer gathers his corn. The men work close together in the field, and gather corn in baskets. When the baskets are filled, they are carried to a central place, where they are emptied into sacks until they have six or eight sacks filled. Then they locate another group of sacks. Toward evening, they go into the field with their large platform wagons or drays and load these heavy sacks of corn and draw them to the corn stack, which is located near the house.

The farm wagon is the only thing used on a farm which is not American, but is strictly Argentine. It is very similar to our large platform drays, except the platform is about five and one-half feet from the ground, and the rear wheels are about eight feet in diameter, with six by three-inch felloes and sixteen-inch hubs. Rear and front axles are three and one-half inch square steel, making an exceedingly strong and heavy wagon, weighing, empty, probably two and one-half tons, to which they hitch any number of horses, having seen as many as sixteen horses hitched in any old way (just so the horse is attached to the wagon), even by tying one end of a chain around the horse's body and fastening the other end to the side of the wagon or rear axle.

The corn stack is used by all farmers. These corn stacks are temporary affairs, and have to be built each year. They are constructed by standing 4x4 yellow pine timbers 32 to 36 feet long, on end, placed about five feet apart, forming a circle from 25 to 30 feet in diameter, which is encircled with galvanized wires placed about six inches apart and fastened to the timbers with wire fence staples. Corn stalks are placed, standing, around the inside of this inclosure, and are held in position by the corn rolling against them, thus making good tight cribs. These stacks are filled by means of a home-made, portable corn dump, and these farmers probably were using corn dumps to fill their stacks long before our farmers began using portable dumps, but the dumps used by our farmers are a great improvement over theirs, which is a crude affair.

The dump is built of two 4x4 timbers, about forty feet long, fastened to a base four feet high, anchored to the ground. The two long timbers are fastened together, about thirty inches apart, and extend up and over the top of the stack in an inclined position. On this they draw a box to which are attached four small wheels. This box is filled from the wagon with one sack of corn, and is drawn to the top by a horse on the opposite side of the stack, is dumped, and the box

is then drawn down by the man on the wagon, thus emptying the wagon and filling the stack to the top.

The corn is of a fine quality, and from the farmers visited, I learned they were gathering sixty to seventy bushels to the acre, although the government of Argentina estimates the crop for export at thirty-four bushels to the acre. The farmers were selling their corn now at 42½ cents gold per bushel (our money), the highest price they have ever received. The price paid means 42½ cents per bushel in the cribs on the farm, not shelled. The buyer goes to the farm with his sheller, shells the corn and hauls it to the railway station in sacks furnished by the farmer. There are no elevators at the stations, but large warehouses are built of framing timbers, on concrete foundations, covered with galvanized iron. When these warehouses are full, the sacked grain is stacked up in great piles and covered with tarpaulins. So long as the farmers are compelled to sack the grain, they do not need elevators as we have in the United States.

While the corn of Argentina is, in some respects, produced in a crude way as compared with the farming of the United States, it is the question of the time used in raising and gathering of the crop, but not the expense of production of the crop, for when the corn crop is gathered, the corn raisers do not do anything at farming until they plant another crop, but they have an advantage over the corn raisers of the United States as they can plant corn any time from the first of October to the last of December, and the corn matures and is ready to gather by the middle of March, and can be gathered as late as the last of May. Thus the late corn has plenty of time to mature, and there is never any

At the lowest calculations at hand at the present time, the crop raised and being marketed now will be 220,000,000 bushels for export, and while it may not lower the price of corn in our country, it will act as a regulator and prevent any advance, as the present crop will begin to arrive for May delivery.

The corn crop of Argentina will have to be considered in making up the estimate of corn available for manufacturing here, and will thus hold down the price of corn in proportion to the percentage of the total raised, as the United States will be a common market for two countries.

## THE CORN CHAMPION OF THE COUNTRY

The interest which has been aroused among the boys of this country in the corn growing contests is already beginning to make itself felt in a marked degree. The corn clubs were among the first organized efforts to increase the yield of farm products. They have resulted in a respect for pedigreed seed and a knowledge of correct cultivation methods which are unprecedented, not only among the boys, but among the older farmers, many of whom scoffed at first at the idea that boys could show them anything about corn growing. Even the most skeptical and conservative among them have been forced to see the value of better farming methods, and there is no question but that more seed corn is being



WALTER LEE DUNSTON RECEIVING HIS DIPLOMA

danger of freezing, as they have only light frosts in their coldest weather. The corn belt of Argentina is located in the same latitude south as the central part of Mississippi, north.

The country is strictly agricultural, with cattle at a 40 per cent increase since last fall, and corn at the highest price with the largest crop.

The export shipments of Argentine grain to this country cannot be learned accurately from the records of the shipping offices as a large percentage of the grain leaves port under sealed orders and the captain of the vessel does not know his destination until he reaches the island of St. Vincent where the final orders are received. But even from the incomplete reports Mr. Dempsey draws conclusions as follows:

You will note that for the last four and one-half months of the year 1913 the corn exports to the United States increased over the first seven and one-half months about 2,000 times, without taking into consideration the corn that was shipped without orders at port, but received orders at St. Vincent to come to the United States; and the first two and one-half months of 1914 increased over the first seven and one-half months of 1913 over 300 times.

Thus, by the present tariff regulations of our country, producers of grain and cattle of Argentina, who do not contribute in any way to the support of our government by way of taxes are reaping a great benefit at the expense of the farmers of our country who help maintain our government, since the removal of tariff does not reduce the price to the consumer, but increases the profits of the producer in Argentina. This has been a great stimulus to the corn raisers of that country, who, after the passage of our present tariff bill, planted 1,200,000 more acres of corn than ever before, and are now beginning to market their corn at the rate of 20,000 to 25,000 bushels per day, which will increase enormously by the middle of April.

tested this year for germination than ever before in the history of the country.

The accompanying photograph should arouse the ambition of every country boy. It shows Walter Lee Dunston, of Alexander City, Ala., receiving his diploma from Secretary Houston, of the Department of Agriculture, as the champion corn grower of the United States. Young Dunston raised 232 7-10 bushels of corn on a single acre of ground at an expense of 19 9-10 cents per bushel. At the prevailing market price his profit would be about \$115 for the acre, but as a matter of fact it was much greater as the corn was valued at a high premium. But even on an ordinary commercial basis a profit of \$115 per acre is good business and well deserving of the reward of a trip to Washington and the honors which have come to him. The diplomas were distributed in front of the Department of Agriculture Building at the national capital where this picture was taken.

The Canadian Northern Elevator at Port Arthur, Ont., recently set what is declared to be a new world's record by holding at one time 8,300,000 bushels of grain, and besides that 700 cars had to be held in the freight yards on account of lack of storage accommodations.

The progressive Agricultural Society of Tuscarawas County, Ohio, has this year offered a prize scholarship to the young man growing the largest amount of corn on an acre of land during the coming summer. The scholarship will call for a course in the agricultural college of the State University.



## NEWS LETTERS

[Special Correspondence.]

## MILWAUKEE

BY C. O. SKINROOD.

The Chamber of Commerce of Milwaukee will play an important part in the entertainment of the governors of many states who will assemble in Madison, Wis., June 14 and 15. They will spend one day of their Wisconsin stay in Milwaukee where the Chamber of Commerce will provide various features of entertainment.

Secretary Plumb of the Chamber in his annual report says that the total grain trade of Milwaukee for the year proved to be 60,000,000 bushels, or about 10,000,000 bushels more than any other year in the history of Milwaukee. The income of the Chamber from all sources was \$78,000 and expenses \$75,000, leaving a surplus of \$3,000. Approximately, the balance on hand at the end of the year was more than \$33,000.

President Donahue who retired at the last election made a statement in his annual report that the outlook is that the dues of the Chamber will have to be raised higher than the present \$35 a year. This has been a bone of contention in the Chamber, a few members asserting that \$25 dues is adequate to pay all expenditures. Mr. Donahue said: "We must have the sinews of war to enable the Chamber to keep pace with the times. We are in the midst of a period of considerable uncertainty in matters affecting the grain trade. The government is showing a tendency to take a hand in the interstate commerce in grain." With agitation for higher dues, the argument for lower dues will lose its force. The small surplus for the year of \$3,000 is also cited by members as precluding any possibility of a reduction.

The Traffic Bureau of the Milwaukee Chamber in the year's report says that the principal case of the year was based on the claim that Minneapolis gets comparatively better rates on grain from several states than does Milwaukee. The Dakotas, Minnesota, Iowa and other states are involved. The case is still before the Interstate Commerce Commission. Its settlement in favor of Milwaukee would be a powerful factor in promoting Milwaukee grain trade which is now moving forward with great leaps and strides.

At the close of the present fiscal year the Milwaukee Chamber had 598 members, with thirty-eight admitted during the year and thirty-six memberships transferred.

Eight members of the Chamber died last year whose widows are entitled to share in the gratuity fund maintained by the organization. Their widows or heirs will obtain \$620.87 each.

The following members of the Milwaukee Chamber have been placed on committees for the coming year: Finance, C. W. Schneider, H. H. Peterson and Frank J. Coughlin; Furniture and Rooms, F. J. Phelan, T. M. Corcoran and H. W. Ladish; Market Reports, H. W. Ladish, A. K. Taylor and F. J. Phelan; Rules and Regulations, H. H. Peterson, H. A. Plumb and H. M. Stratton; Supplies, T. M. Corcoran, A. R. Templeton and H. A. Plumb; Transportation, A. K. Taylor, Walter Stern and A. R. Templeton; Membership, Charles A. Krause, H. M. Stratton and Frank J. Coughlin; Supervisors of Grain Inspection and Weighing, J. J. Crandall, A. K. Taylor, Josef Mueller, P. P. Donahue and L. L. Runkel; Supervisors of Flour Exchange, P. P. Donahue, J. J. Brook, A. L. Kern, Philip Orth and Julius Zahn; Supervisors of Inspection of Provisions, H. C. Carr, Patrick Cudahy, John L. Daly, W. A. Dawson and W. H. Eiring; Arbitration of Grain and Clover Seed, William A. Hottensen, S. G. Courteen, G. C. Holstein, A. L. Johnstone, and L. Teweles; Weather Reports, C. C. Joys, J. H. Crittenden, and William Young, Jr. A. A. Clapp was reappointed chief inspector and F. F. Clapp the chief weigher.

Secretary Harry A. Plumb says that the grain men of the Middle West appear to be in favor of the Lever Bill providing for inspection of grain under Federal regulation. "The inspection of grain made at the point of shipment should be final, however," he said. "In this respect the bill should be changed. If the consignee is allowed to complain about the grading to the Department of Agriculture, endless confusion will result. One grading should settle the matter. Another change which should be made

in the bill is that when a seller makes a contract for grain of a certain grade and the grade is found to be different when the actual inspection is made, the seller shall not be held liable for a mere error in judgment. The uniform grading of grain all over the country should be of great benefit if these changes are made in the bill."

The Milwaukee Chamber has fixed a rate of 5 per cent on grain advances for the month of May.

The E. P. Bacon Company, will be represented in Iowa by John C. Hensey who has a wide range of acquaintance in that state after many years of intimate work in the grain business. Mr. Hensey has had extensive experience in handling all kinds of grain, having been superintendent of terminal elevators for several years in Milwaukee, Minneapolis and Davenport, also a salesman at the Milwaukee market. His grain knowledge will put him in close



JOHN C. HENSEY

touch with Iowa grain dealers and bring them into closer relations with the company he represents. Mr. Hensey who is 45 years old, was born of German parentage in Wisconsin. He will make his headquarters in Cedar Rapids, Ia., and later move his family to that place.

The Chamber of Commerce Freight Bureau has appealed to the Interstate Commerce Commission on the question as to whether railroad companies are allowed to deduct 1/4 of 1 per cent on corn and 1/4 of 1 per cent on grain when making settlement of claims of loss in transit. This rule will be canceled May 14 and no deductions made thereafter unless the Commission interferes in favor of the shippers.

P. P. Donahue and Secretary H. A. Plumb, with other Milwaukee members of the Chamber of Commerce of the United States, nominated E. L. Philipp as a director of the National Chamber in place of L. J. Petit, Milwaukee, who cannot continue as director because of the press of business.

The Chicago-Milwaukee Telegraph company which has done business since 1878, largely with members of the Chamber of Commerce, went out of business May 1. Milwaukee capital was behind the enterprise, but the commercial companies largely supplanted this concern and its property has been taken over by the other large wire companies.

Charles A. Krause, one of the well known members of the Milwaukee Chamber, has returned from Hot Springs.

Secretary Plumb of the Chamber has prepared an exclusive table showing that the freight tonnage of Milwaukee every twenty-four hours in 1913 was at the rate of more than 30,000 tons a day compared

to 26,000 tons in 1912 and 19,000 tons in 1903, ten years ago. This gain of more than 50 per cent in tonnage in ten years represents the rapid growth in freight and grain traffic in Milwaukee.

Alfred Ballantine, manager of the clearing house of the Milwaukee Chamber, was in Spokane several days testifying for the government in one of the coal cases. Frank L. Farrell, also of the Chamber, visited in Spokane on the same mission.

The Railroad Commission of Wisconsin rendered an important decision by which switching charges in Milwaukee will be reduced. The roads were ordered to cancel the proposed switching rate of 1 1/2 cents per 100 pounds and make it 1 cent per 100 pounds. In the district where the old charge was a minimum of \$5 a car, the new rate will be 1 cent per 100 pounds, with a minimum of \$5. The district with the old rate of \$6 a car, regardless of weight, will hereafter bear a rate of 1 cent per 100 pounds, with a minimum of \$6 a car. The new rates will also apply to team track freight which has heretofore carried a rate of 3 cents per 100 pounds.

The Milwaukee Chamber now has an excellent weighing system. The weights of cars in various industries and grain weighed at one elevator is reweighed at another in order to have constant tests of the absolute and comparative accuracy of scales.

Booker T. Washington made a short address on the negro problem in the South to the members of the Milwaukee Chamber.

James H. Kinsey, Roberts, Wis., a well known grain man, who owned a string of elevators in the western part of the state, is dead.

April grain receipts of the Milwaukee Chamber were reported by the secretary as follows: Wheat, 371,175 bushels; corn, 376,125; oats, 989,900; barley, 876,300; and rye, 162,305 bushels. Trade has been quiet and more grain could be handled at the local Chamber to good advantage. The spring wheat market was good most of the time with strong local and shipping demand.

The improper loading of cars of grain will be brought to the attention of shippers. The local Chamber guards against the "plugging" of cars by providing that no car shall grade higher than the poorest quality found in the car. If any bad lot of grain or corn is found down in the corner of the car, the inspector will immediately make his grade on the basis of this low quality. This will make deception very expensive to the shipper, according to rigid Chamber rules, which must be used to keep up grades.

[Special Correspondence.]

## PHILADELPHIA

BY E. R. SIEWERS

Dr. Clarence Clemmer, a near relative of Secretary A. B. Clemmer of the Commercial Exchange, has been chosen superintendent of the Hahnemann Hospital.

William T. Will, of the Keystone Feed & Supply Company, has been taken into the membership of the Commercial Exchange. Their place of business is 1764 North Front Street.

John Lynch, the well known flour broker who served as "judge" of election on April 30 to vote upon the amendments proposed in the by-laws of the Exchange covering arbitrations, fees and awards, has now been breveted by his many friends on the grain floor with that honorable judicial title.

Frank Evans Marshall, the former secretary of the Commercial Exchange for six successive terms, has just become a regular full-yard-wide individual member of the Exchange. In years gone by he was prominently connected with some of the leading grain exporting houses of New York and Baltimore. His present office is in the Bourse Building, and he still retains the secretary and treasurership of the North American Export Grain Association, which has already accomplished a number of favorable up-to-date changes in foreign grain contracts, and adoption of more modern and satisfactory methods for the future export grain business, both here and abroad. His office is 621 Bourse.

Watson W. Walton, who has returned from a four months' tour of the Orient and the leading European cities, was given a great reception when he entered the Bourse Building. He has been at the head of the grain, feed and hay firm of Walton Brothers for many years, and served frequently as a director and as member of the most important committees of the Commercial Exchange.

The present hay situation in this vicinity is rather extraordinary. The supply is very light, yet there is scarcely any demand, and not much is arriving,



though it is believed if prices should advance the market would be flooded with stock which the nearby districts are holding in chancery.

\* \* \*

After testing the various equipments of machinery, including the electrical apparatus installed at the big modern 1,250,000 bushel Girard Point grain elevator and the passing of 40,000 bushels of wheat through its conveyors, with a number of the superintendents of grain elevators from the eastern and southern cities inspecting the plant and its workings from time to time, the official opening day has been designated as May 15. President Graff of the Commercial Exchange, who is a large grain exporter, predicts greatly increased foreign business from this port and is endeavoring to have the rate charges for the grain interests generally made as advantageous as possible, and at least on a parity with the elevator tariffs now in force at the principal Atlantic coast terminals.

\* \* \*

Samuel F. Scattergood, a former president of the Commercial Exchange, with Sidney Street, a recent director, both of whom are active in the grain trade, have been chosen president and vice-president of the Mutual Trust Company, with headquarters at the Fifth Street entrance to the Bourse Building, organized by William H. Koch six years ago, and are expected to induce a number of desirable patrons to identify themselves with this financial institution.

\* \* \*

Harvey C. Miller, the grain man who is president and principal owner of the Southern Steamship Company, with offices in the Bourse, is perfecting plans for an extensive Pacific coast trade when the Panama Canal opens for business.

\* \* \*

E. E. Delp, whose elevator is located at Bourbon, Ind., and who brought the first cargo of Argentine corn to this city, has already a number of competitors here, and it is said he has another surprise to spring upon the grain men at Philadelphia, where his eastern offices are established.

\* \* \*

The new amendments to the arbitration rules as adopted by the Commercial Exchange provide "the fees of arbitration shall be \$15 for each sitting. In cases where the amount at issue is over \$1,000, the same may be increased to \$25, the fees to be deposited with the secretary before the case is heard."

"The amount awarded shall in all cases be paid by the losing party within three days, Sundays and holidays excepted, after official notice of the final award has been served by the secretary."

"The non-member shall present his request for arbitration, together with a statement of his case in writing to the Board of Directors at a regular meeting thereof, and said Board may, at its discretion, grant or refuse such request. The secretary shall notify such non-member in writing of the action taken thereon."

\* \* \*

The official opening here of the straw hat season being May 2, quite a number of wide banded, high crowned summer headgear of that character, modeled after the style and shape worn by the Swiss mountaineers, were noticed during that day between and after 'Change hours.

\* \* \*

The Board of Directors of the Maritime Exchange at its reorganizing meeting chose J. S. W. Holton president and P. F. Young vice-president, making this their twelfth consecutive term. P. D. Todd was made treasurer for the fourth term, and E. R. Sharwood secretary for the thirty-eighth consecutive term, and James T. Kernan assistant secretary for his fifteenth term.

\* \* \*

The old Philadelphia Society for Promoting Agriculture, which was organized 129 years ago and which claims George Washington as one of its gentleman farmers, has offered a prize of \$100 in gold for the best all around acre of corn grown during the present year in Pennsylvania.

\* \* \*

The champion baseball game between the railroad agents and solicitors and the hay men, which was pulled off at Manoa, Pa., on the Bon Air golf links of the Country Club, attracted quite a crowd on Thursday afternoon, May 7. The hay men made every effort to keep up their unbroken record of victories.

\* \* \*

The new city Department of Sealers of Weights and Measures, which has had a number of its agents inspecting scales, weights and measures throughout the city where it is claimed 80 per cent of the scales examined were found to be faulty and short weighted, is getting ready to pay its respects to the flour, feed and hay merchants as well as the handlers of malt, and the trade just at this time, in consequence, is on the anxious bench waiting for future developments.

\* \* \*

The McCumber Federal Grain Inspection Bill, persistently advocated by the lively Dakota senator, and which has never had the endorsement of any of the grain exchanges, and which was opposed from the beginning by the Commercial Exchange of this

city, has at last been consigned to the tombs of the Capulets after bobbing up serenely at several congressional sessions, and a wag of the grain floor here created considerable merriment by posting the following stanza on the main bulletin board:

McCumber's bill is dead, I've heard,  
For U. S. G. to inspect the grain;  
There's just one thing for us to do,  
Now have it decently interred.

Selah!

\* \* \*

Contracts are about to be let for the general improvement of the Delaware River shipping front, covering new and modern piers, wharves, extension of the Belt Line Railroad about the city and the removal of grade crossings, which is considered of immense advantage to the grain trade of this port. An expenditure of \$2,000,000 has already been provided for.

\* \* \*

A meeting was held by the flour trade of the Exchange on Wednesday, May 6, when the following amendments were voted upon and their adoption will be confirmed by the Board of Directors and made part of the by-laws:

The minimum charge to members for inspection, or reinspection of flour, shall be 25 cents for 25 barrels or sacks. Every barrel or sack inspected in excess of twenty-five shall be charged for at the rate of 1 cent per barrel or sack.

When flour is required to be weighed by the inspector the minimum charge shall be 25 cents for twenty-five barrels or sacks, and when necessary to be tared the charge shall be 75 cents for five barrels. All charges to be paid for by party regulating inspection, weighing, taring or reinspection.

The charge to non-members for inspection shall be \$2 per car or any part thereof, and this shall apply to members having flour inspected for non-members, the charge to non-members to be paid for in advance.

An additional charge to members or non-members of 40 cents per hour for time consumed on all inspections at places other than public warehouses or railroad terminals.

[Special Correspondence.]

## DULUTH

BY S. J. SCHULTE.

From the top figure for the season standing at 23,903,901 bushels of grain, held in Duluth elevators just before the opening of navigation on April 20, the amount has dissipated to 13,882,000 bushels at the close of business on May 8. From that is also to be deducted approximately 1,600,000 bushels of grain that was loaded on steamers during the last couple of days, but has not yet been reported out of store.

Of the stocks reported in the houses, 8,701,000 bushels were wheat, and the balance coarse grains, of which the largest items were oats, 2,869,000 bushels, and 1,962,000 bushels of flaxseed.

Taking into consideration the present active shipping movement, it is expected that stocks carried in the elevators at the Head of the Lakes will have been reduced to small proportions within the next three or four weeks.

\* \* \*

The feature of the grain market at Duluth during the past week was the development of an active export demand in all grades of wheat. Just three weeks ago, the Ames-Brooks Company put through sales of wheat aggregating nearly 3,000,000 bushels, all for shipment to Liverpool.

A lull in the trade then ensued, but this week there was a general revival, the local operator named purchasing for foreign account, forty loads or 320,000 bushels during the Wednesday session alone. A substantial business was put through by the same house during every day of the week, and its volume is estimated to have been the largest in years in the aggregate.

\* \* \*

The development of foreign demand has led to a strong spot position in the wheat market at this point, and stocks are now being firmly held. A net advance of 2 cents to 93¾ cents at the close of the business day has come about during the past week.

\* \* \*

With the burning on the night of April 25 of the working house of the Belt Line Elevator on the Superior side of the bay, approximately 250,000 bushels of grain were destroyed, of which all but a few thousand bushels were wheat, while the loss to the plant was about \$150,000. The loss incurred upon the elevator will fall on the Cargill Grain Company, which purchased it early in the spring from the Peavey interests. The grain was owned by Peavey & Co. and was fully insured and the loss of the Cargill Grain Company is also covered under a blanket policy on the working house and bins. Though no definite announcement has as yet been made, it is expected that the rebuilding of the working house will be undertaken within a short time. In the meantime the elevator which has a storage capacity of 2,250,000 bushels is placed out of commission.

\* \* \*

The bulk of the grain carried through the winter in the Superior elevators was loaded out by May 1, so that operators escaped the burden of the heavy

tax imposed by the Wisconsin State Commission. The bulk of the stores remaining over there on May 1 were carried in the Great Northern Elevators, which had approximately 1,000,000 bushels left.

\* \* \*

It is expected that negotiations now on between members of the Wisconsin Tax Commission and the elevator interests will result in an adjustment of the tax problem upon an equitable basis. With the situation as it is, operators of the Superior elevators were practically out of business from the beginning of the year to the opening of navigation as they did not feel justified in running the risk of paying a heavy assessment upon such grain as they might have in store on May 1.

\* \* \*

As had been predicted, the marine situation is demoralized. With light shipments going down the lakes to start the season in the iron ore and lumber trades, there is an excess of vessel tonnage offering. That has led to the rate on wheat being cut from 1¾ cents as it stood just before the opening of navigation to 7½ cents a bushel today. This rate is the lowest since the fall of 1911, when grain was carried down the lakes on a basis of ¾ cents. At the present figure, it is conceded there is no profit for vessel men in the grain traffic, and unless the general freight movement picks up within the next three or four weeks, it is predicted that many steamers will go out of commission.

[Special Correspondence.]

## CINCINNATI

BY JOHN S. DOBBS.

D. B. Granger, formerly manager of the Union Grain & Hay Company, has branched out for himself with his brother-in-law as a partner and is now doing business under the name of D. B. Granger & Co., with offices in the Neave Building.

\* \* \*

C. E. Nippert who, until May 1 was assistant manager of the Union Grain & Hay Company, has taken a position with the Early & Daniel Company.

\* \* \*

The Early & Daniel Company by hard work have overcome the severe handicap imposed on it by the recent fire and is doing business without interruption. The company intends to increase its capacity by erecting a new house to be used exclusively for the manufacturing of its favor brand of "Tuxedo" feeds.

\* \* \*

E. Fitzgerald, of the Fitzgerald Brothers Company, has returned after a week's trip in Southern Indiana.

\* \* \*

Another one of the Pioneer Members of the local trade passed away last week. Henry Weber, who has been a member of the Cincinnati Chamber of Commerce for more than 50 years, died after an illness of two months.

[Special Correspondence.]

## INDIANAPOLIS

BY F. J. MILLER.

The annual meeting of the Indiana Grain Dealers' Association will be held at the Hotel Severin, Indianapolis, June 24 and 25, according to the decision of the Board of Managers, which took up the subject at a special meeting in the office of Secretary Charles B. Riley. A special feature of the meeting this year will be the attendance of the women, to whom special invitations will be extended. In the past only the men have attended the convention, but the addition to the convention roll will mean also a number of new social features on the program. Bert A. Boyd, Frank A. Witt and E. K. Sheppard have been appointed a Committee on Arrangements.

\* \* \*

Inspections of grain by the Board of Trade during the month of April were 112 cars more than in April, 1913, the increase being from 1,305 cars to 1,417 cars.

\* \* \*

Crop conditions throughout Indiana at the opening of May were as near a standard of perfection as is possible, crop experts say, after a survey of conditions in Indiana. Reports from every section of the state indicate that winter wheat has attained a stand never before equalled at this time, that the outlook for spring wheat also is bright, while corn prospects were never better. The floods experienced last spring have been absent, but abundant moisture has fallen when and where needed.

\* \* \*

The Fairmount Grain Company, of Fairmount, has filed a notice of dissolution with the Secretary of State.

\* \* \*

The proprietors of the local hay market say that the stocks of corn and oats stored by farmers in this part of the state are large for May, but that action on the farm is keeping the greater part of



it from being brought into the local market. Supplies now coming in are about equal to the demand. There is only a fair supply of loose hay, but the quantity of baled hay is large.

With the aid of tools, stolen from a nearby blacksmith shop, two amateur cracksmen broke into the feed store of C. E. Smith, of Wabash, and opened the safe. Books and papers were thrown about the office, but the burglars got only fifteen cents in money. The burglars had to cut a hole in the bottom of the safe before discovering that no money had been left in it. Fifteen pennies were found in the cash register.

The Iron Tank Elevator Company, of Seymour, has filed notice of dissolution with the Secretary of State.

Lige Whitelock, president of the Petersburg Milling & Grain Company, of Petersburg, has offered to contract with farmers in that vicinity for ten thousand bushels of wheat to be delivered in August at 75 cents a bushel. This offer was the result of the excellent crop prospects there. Some farmers had expressed the fear that a big yield might put the price down to 50 cents, but Mr. Whitelock's offer dispelled this.

A suit involving 8,272 bushels of wheat has been transferred to the Shelbyville circuit court from Columbus. The plaintiff is J. Glanton Perry and the defendant Ben C. Thomas. Perry demands \$7,000 for wheat he alleges he delivered for storage and which was refused him when he tendered money for the storage.

Warren T. McCray, William Simmons and Adah E. Bush have formed the McCray Grain Company, of Kentland, and have incorporated for \$75,000. Mr. McCray and Mr. Simmons, with Fred Lyons, are also incorporators of the Ade Grain Company, of Ade, formed with a capital stock of \$30,000.

The Indiana Public Service Commission has postponed until May 20 a hearing on the question of switching fees being paid the so-called industrial railroads. The traffic bureau of the Board of Trade has been paying close attention to this case, as many of the board members are affected.

The Ideal Seed & Grain Separator Company, of Indianapolis, has changed its name to the Ideal Specialty Company.

George A. Ridgeway, C. A. Ridgeway and J. E. M. Purcell are the directors of the Home Mill & Elevator Company, just formed at Carlisle, and incorporated for \$9,000.

J. E. Damron, of Evansville, a commission merchant charged with having swindled farmers and others out of \$10,000, has been deprived of the use of the mails by a fraud order issued by the post-office department. Damron obtained hay, straw, fruit and vegetables in carload lots on statement of his intention to pay for them. He was indicted for fraud, pleaded guilty last January and was fined \$800. He continued to operate the swindle.

Another man recently arrested on a charge of swindling farmers in the purchase of hay was John Lowry, weighmaster for the Studebaker corporation at South Bend. Fred Bowers and George Grenert, two farmers, were arrested with Lowry. The three men were said to have swindled farmers out of \$5,000 in the last few months.

Charles B. Riley, secretary of the Indiana Grain Dealers' Association and also of the Indiana Millers' Association, has been elected president of the Provident Investment Company, a recently formed real estate and investment corporation with a capital of \$100,000.

John Morgan, who owned a feed store and a business block in Anderson, committed suicide by shooting. Mrs. Morgan had brought suit for divorce, which was still pending. They have two small children and he had several children by a former wife. Mr. Morgan was seventy years old.

The governing committee of the Indianapolis Board of Trade has voted against the recommendation of the special committee of the Chamber of Commerce of the United States on trust legislation that there be created a federal trade commission of at least five members. The sentiment expressed was that the Sherman law should be allowed to care for problems of this sort.

What is believed to be the first plan of the kind to establish a clubhouse or social center for farmers visiting the city is to be put into effect by two prominent Indiana millers, M. S. Blish and T. S. Blish, of Seymour, Ind. They have announced that the Blish estate will erect a Farmers' Club building in Seymour as a memorial to Captain Meedy

W. Shields, the founder of Seymour and one of the pioneers of Southern Indiana. The donors are descendants of Captain Shields through his daughter, Sarah Shields Blish.

The club, the plan for which originated with T. S. Blish, will be endowed and there will be no cost for membership. All residents of Jackson County who gain their livelihood wholly or in part by farming are entitled to become members.

The building which will be erected for the club will cost \$25,000 and will be of Bedford stone and brick. It will be fireproof and will be constructed with the view to permanency. Work has already begun on the structure, which will stand in the heart of the business district, on a lot adjoining the city building.

An unusual feature of the club will be two nurseries equipped for the care of children. In each will be found a baby's crib, a jumper, reclining couches and comfortable chairs. A matron will have charge of the building in the day and mothers may leave their children in her care while shopping. A large living room has also been arranged and will be equipped with reading and writing tables.

No meals will be served or prepared in the club, but a commodious dining room will be available, where farmers may eat food they bring to the city with them. A large refrigerator will be found in the pantry where food may be kept cool in the summer months.

The governing board has elected the following to membership in the Board of Trade: David B. Darnell, John F. Looney, David P. Williams, Paul J. Hawkins and H. F. Houghton. It has also decided to retire \$3,000 of the outstanding stock.

[Special Correspondence.]

## BUFFALO

BY ELMER M. HILL.

Contracts have been awarded within the last two weeks for the construction of three new grain elevators in Buffalo and a New York syndicate, of which J. Talman Budd of 70 Linwood Avenue, is a representative, is contemplating the construction of a fourth elevator. Two of the elevators will replace structures recently destroyed by fire and the third will be an addition to handle the increased business at this port.

The Connecting Terminal Railway Company has awarded the contract for the construction of its new elevator on the City Ship Canal to the Monarch Engineering Company of Buffalo. The new structure will replace the one destroyed by fire early in March. The elevator, according to tentative plans now being drawn by the architect, will be fireproof in every particular. Electricity will be substituted for steam power. It will be of concrete and the bins will have a capacity for 1,048,000 bushels of grain.

The Bureau of Buildings of Buffalo has granted a permit to the Husted Milling Company, of Buffalo, for the construction of a grain elevator near the Buffalo River at the foot of Katherine Street, which will cost approximately \$317,800. The structure, which will be entirely fireproof, being built of steel and concrete, will replace the one recently destroyed by an explosion of grain dust and fire with heavy loss of life.

The Consolidated Milling Company is erecting a fireproof feed mill, grain elevator and dry house at 120 Prenatt Street. Plans for the new structure have been consummated and some of the foundation construction work is in progress. The aggregate expenditure will be approximately \$150,000.

While the two latter structures will be grain elevators, they will not connect with vessels carrying grain down the lakes. They will have connections merely with railroads. The grain elevator, the construction of which is being contemplated by a syndicate of eastern capitalists, will be a lake grain elevator. A site on the Buffalo River is under consideration and it is expected the deal will soon be closed. J. Talman Budd, the Buffalo representative, of the syndicate, has nothing to say regarding the proposed structure other than declaring it will be of reinforced concrete and will have a capacity of more than 1,000,000 bushels.

The new elevator of the Connecting Terminal Railway Company will tend to relieve the congestion in the grain situation this fall but with the Erie Elevator destroyed there is still need for another large structure with a capacity of at least 1,000,000 bushels.

Charles Kennedy, Nesbit Grammer and H. C. Harrison were chosen members of the Board of Directors of the Corn Exchange of Buffalo at the annual meeting of the stockholders. These three directors will each serve three years on the board.

The 1914 navigation season at the port of Buffalo is in full swing and the grain elevators along the Buffalo River and the City Ship Canal are handling the grain receipts without any difficulty. The strike which caused some delay at the opening of the season has had no effect upon the business at this port

and with approximately 3,500,000 bushels arriving every seven days, conditions are assuming their normal proportions for the forthcoming summer season.

Senator O'Gorman of New York voted against the McCumber grain inspection bill, which was opposed by Buffalo and other grain interests in Washington. Senator Root of New York was not present when the measure was voted upon, but he was opposed to the bill, which was eventually defeated by 37 to 20 after a prolonged debate. Congratulatory letters from grain men in western New York and other parts of the state were sent to Senator O'Gorman after adjournment was taken.

Herbert Wheaton of Atlanta, Steuben County, New York, president of the Herbert Wheaton Company, grain merchants and produce dealers, filed a voluntary petition in bankruptcy in Federal Court in Buffalo recently in which liabilities of his company are scheduled at \$28,139.56 of which \$25,853 is in unsecured claims with only \$651 in assets, claimed to be exempt.

The strike of the tugmen employed by the Great Lakes Towing Company, of Buffalo, caused some inconvenience in shifting vessels in and around Buffalo harbor for two weeks early in May. Independent tugs owned by Benjamin L. Cowles and other tug owners handled the traffic without much difficulty.

The grain carrier *W. D. Rees* bound down to Buffalo went ashore on Seneca shoal a few weeks ago in a fog. Part of the cargo was lightered before the ship was floated and towed into the harbor. The *Rees* was bound from Duluth to Buffalo.

An interesting development in connection with corn growing in southwestern Ontario was emphasized by the sixth annual exhibition of the Ontario Corn Growers' Association held in Chatam, Ont., recently. Aside from the admitted grain in quality of corn shown, were reports of increased yields per acre, and greater knowledge acquired concerning varieties of seed, care of crop and curing of corn for sale, one conclusion stands out prominently as the result of all this practical research: is that that Ontario-grown seed corn will give better results than seed corn purchased from the United States, where the Canadians say it is not so certain to mature.

Wisconsin and Iowa are still highly regarded as corn states but the day of large imports of seed corn from them into sections of Ontario has evidently passed. The ability of experts in that field to give points as to methods, however, is indicative by the appearance at the exhibition of Prof. C. P. Norgord of the Wisconsin Agricultural College.

The market for Ontario seed corn, once confined to two or three southwestern counties, now extends to the northern counties, New Ontario and even the Canadian west. The Essex Association does a flourishing business in seed corn, its members co-operating in the marketing of it, and endeavoring to give a uniformly high quality. Very often \$3 per bushel is obtained for kiln-dried corn on the ear and the young people of such farms are naturally coming to take a keen interest in the crop. The idea that "any old" corn will do for seed is pretty badly dissipated, and as W. E. J. Edwards, secretary of the Ontario show, says, "even at \$5 an acre, good seed corn is cheap, you cannot sow oats for that."

[Special Correspondence.]

## KANSAS CITY

BY MURRAY E. CRAIN.

Business is fair on the Kansas City Board of Trade, though not exceeding the mark expected, considering the season. May has never broken many records for grain men, and recent conditions have been about normal. Receipts of wheat have been light recently, and stocks have been reduced to about 3,500,000 bushels, as compared to twice that amount at the end of 1913. Crop conditions are engaging the attention of most of the Kansas City grain men. The prospects for a 235,000,000-bushel wheat yield in Kansas are flattering, moisture having come frequently and at the psychological moment. Indications also are good in Missouri.

A good many grain men will take in the annual convention of the F. O. O. M. to be held early in June at Old Point Comfort. A special train is to leave Kansas City May 31 and will carry millers and grain men to the East. About 125 will make the jaunt from Kansas City, the milling conventions being distinctly worth while, according to the grain men who have attended past meetings.

Elaborate arrangements for the entertainment of the annual convention of the Kansas Grain Dealers' Association, to be held in Kansas City, May 26, 27 and 28, are being made by a committee appointed for that purpose by the Kansas City Board of Trade.



W. C. Goffe, of Goffe & Carkener, is chairman of the committee. While the social program has not yet been completed, a number of unusual events are being arranged. The annual banquet will be a feature. Meetings of the association will take place at the Coats House. A. H. Bennett, of Topeka, Kan., is president of the Kansas association and E. J. Smiley, also of Topeka, secretary. Methods of inspecting grain will be a burning issue at the coming meeting, according to present indications.

Two members of the local grain trade are back in their native country after taking a look at the offerings on the other side of the pond. H. F. Hall, of the Hall-Baker Grain Company, drifted into Kansas City a few days ago after inspecting the Egyptian Sphinx and the other sights in that country. Kansas City, according to the well known grain man, lost nothing in comparison. E. W. Shields, of the Simonds-Shields Grain Company, landed in New York on May 11, after a tour of Europe that consumed six months. He will arrive in Kansas City some time during the latter part of the month. Mr. Shields was accompanied by his family.

The executive officers of the Board of Trade will return to their accustomed quarters on the third floor in the next ten days after spending several weeks on the ground floor, to allow the renovation of their regular establishment. Many changes have been made in the secretary's and directors' rooms, and E. D. Bigelow and his staff will toil in style in the future.

The Whitmore-Cockle Grain Company is a new member of the Kansas City Board of Trade, as well as a new concern. The company is composed of W. D. Whitmore and Tracy L. Cockle. The latter is particularly well known through his former connection with the Terminal elevators in Kansas City. Mr. Cockle already was a member of the Board and it therefore was not necessary to make further changes. The only change on the Board during the past month was the transfer of the seat of W. G. Haseltine to H. L. Stroud.

The Board of Trade Bar has long been an honored institution with grain men of Kansas City, the women employes in the building looking longingly, but in vain at the swinging doors. It was for S. P. Young, who conducts a cigar stand in the building, to note these vain glances and eliminate them. Mr. Young has provided a cozy corner and lots of ice cream and soda water, and grain men who miss their stenographers in the future probably will find them sipping cooling drinks in the new establishment.

A. J. Poor, a well known local grain man, probably will not be required to pay the judgment of \$56,000 recently given against him in favor of Mrs. Florence Clark in a damage suit. Mrs. Clark asked for \$16,000, alleging that Mr. Poor attached without authority property belonging to her. Her attorneys brought in the name of John D. Rockefeller and other magnates to such good effect that the jury decided she was entitled to \$56,000, \$40,000 more than she asked. The verdict has been set aside and a new trial ordered.

Harry E. Williams, secretary-treasurer of the Clark-Williams Construction Company, and a former grain man, was killed in an automobile accident near Kansas City recently, when his motor car skidded and overturned. Mr. Williams was at one time prominent in grain circles. For several years he prospered in that line, but lost most of his money in the flood of 1903, when a number of cars of grain owned by him were swept away. He dropped out of the grain business and entered the contracting line, in which he did well until the unfortunate accident which caused his death.

A shortage of \$3,000 is said to have been revealed by an auditing of the books of E. L. Wentworth, grain buyer for the Shellabarger Elevator Company, of Zurich, Kan. Mr. Wentworth disappeared recently after four years with the company.

Kansas City, Kan., has continued to be a poor producer of revenue for the Kansas State Grain Inspection Department. Receipts for the month of March were but \$23.94, with expenses of \$99.

Rapid progress is being made on the new Thomas Page Elevator at Monroe and Norris Streets at Topeka, Kan. A night shift has been added and concrete is being poured twenty-four hours a day. The elevator will be completed in time to take care of the coming wheat crop, according to present plans.

The prospects for a banner wheat crop have caused all of the old elevators in Kansas to be renovated and prepared for immediate use. After four years of idleness, the Home Grain Elevator at North Topeka, Kan., has been leased by F. A. Durby, of Sabetha. It is owned by the Rock Island Railroad and the Van Dusen-Harrington Grain Company, of

Minneapolis, Minn. A. L. Musson, who has had a steady job as night watchman at the elevator during the past four years, is now looking for a new place.

The Chicago, Milwaukee & St. Paul Railway recently purchased property adjoining its elevator at Sheffield, near Kansas City, and will erect a 1,000,000 elevator in the near future. The ground cost \$10,000.

[Special Correspondence.]

## TOLEDO

BY E. F. BAKER.

Fred Jaeger of J. F. Zahm & Co. and Charles Burge of the S. W. Flower Seed Company expect to sail May 14 on the *Imperator* from New York for a tour of Europe. Henry Goemann, a well known Toledo grain man, is arranging to remove his headquarters to Mansfield, Ohio. Therefore the boys about the Exchange concluded to give a sort of "Farewell-Glad-You're-Going-Hope-to-See-You-Back-Soon" sort of dinner at the Inverness Club. This was pulled off last Saturday evening and was one of the biggest affairs of the kind ever given here. A carbaret entertainment was arranged by Kenton Keilholtz, chairman of the committee in charge, and to say the least this was a "corker." There were fifty guests comprising members of the Exchange and a few invited guests. The musical program was an energetic affair but there seems to be a difference of opinion as to its quality. In fact it is said that very saucy words on the subject passed between the members of the committee who had charge of this part of the amusement, namely Kenton Keilholtz, W. H. Haskell and Walter Stone and some members of the party who were inclined to criticize the efforts. However, the matter was adjusted amicably and no duel was fought. The dinner was a stag affair and some brilliant addresses were made by after-dinner speakers on the subjects "How Sea-sickness Affects the New Traveler," "Is Sea-sickness Usually Fatal?" and "What are the First Symptoms of Sea-sickness?" etc., etc. F. O. Paddock, president of the Toledo Exchange, was toastmaster and the speeches were made by A. Mennel, Fred C. King, E. L. Southworth, Fred W. Haigh, W. H. Haskell, Frank Moorman, Fred Mayer and David Anderson.

Messrs. Jaeger and Burge will be accompanied by their wives on this their first trip across the Atlantic. They expect to visit Germany, Italy, Switzerland, Holland, Belgium, France, Spain, England, Ireland and Scotland. They will be absent twelve weeks. This will be the first vacation either of these two grain men has taken of any consequence during their many years of close application and hard work on the floor of the Toledo Produce Exchange.

Wheat in Ohio and especially in the northwestern section looks "mighty fine" according to Toledo grain men in a position to speak advisedly on the subject. Some anxiety is being expressed at this time lest the heavy rains should drown out the young plants which at present are in splendid, healthy condition. A fairly good wheat acreage was put out in this section. There was also a good planting of oats but owing to the extremely wet weather some fears are expressed lest the seed should rot in the ground and some farmers fearing that the seed was not sprouting have replanted. Corn planting time is now at hand and most of the farmers have their fields ready and are ready to begin planting as soon as the weather permits. A great effort has been made for several years past to encourage the growing of Clearage and Dent 90-day corn in this section exclusively and this corn is rapidly gaining ground. This is splendid corn country and the 90-day corn has proven a money maker for the farmer. Business has been a little dull on the floor of the exchange for some time but is commencing to pick up and show a better tone.

A great effort has been made to favor the planting of alfalfa in this section but Chief Grain Inspector Culver has a hobby of his own—clover growing—and he has used his influence largely to secure clover planting. He declares that clover returns something to the soil instead of draining it of its fertility. "In this day and age of the world," said he, "this becomes a necessary consideration as farmers are learning that drained out soil will not raise good crops and that ground must be fertilized if the farmer is to make money. Clover is the cheapest fertilizer in the world as it puts money into the pocket of the farmer instead of taking it out, as well as putting fresh life and fertility into his fields."

The receipts for the week ending May 11 amount to 456,000 bushels of wheat, 37,200 bushels of corn, 38,400 bushels of oats. Shipments 42,300 bushels of wheat, 353,500 bushels of corn, and 9,500 bushels of oats.

The Andrew Ringlein Elevator at Lima, Ohio, has been purchased by M. M. Hyman and Emil Levi, who will assume possession May 15. The buyers of the Lima elevator recently sold their Napoleon, Ohio,

elevator to the Farmers' Grain Company. Mr. Ringlein will take over the Hyman Elevator at Gallup, Ohio.

F. O. Paddock, president of the Toledo Produce Exchange, left on May 11 for Washington, D. C., where he will attend the rate hearing before the Interstate Commerce Commission.

J. W. Young, member of the firm of the Toledo Grain & Milling Company, has severed his connection with that concern. While Mr. Young's plans are still in the embryo stage it is probable that he will enter the cash grain business in Toledo.

The report comes from Bucyrus, Ohio, that 14 boys have entered the corn growing contest in that section this year, while according to a report from Hancock County there will be not less than 100 boys in the corn growing contests from that section.

With the arrival in Toledo of the *Christopher*, the *Sonora*, the *American* and *Abyssinia*, 600,000 bushels of spring wheat from the Northwest was added to the supply on hand here. Some of this wheat will be milled here while considerable will go to the smaller mills throughout the state.

Railroads here are enforcing the new order bill of lading clause and considerable delay and inconvenience is being experienced by the failure of shippers and agents to note on bills of lading, manifests and card way bills "Inspection Permitted."

## DEVELOPMENT OF THE FRENCH GRAIN TRADE\*

The general feeling of uneasiness in the grain trade, growing out of the widespread agitation for changes in marketing details, has given peculiar interest and significance to a recent contribution to the subject by A. P. Usher, who has traced the early developments of the trade in France in such a way that comparisons with the present system are immediately apparent.

Beginning as far back as 1400 we find the grain trade dominated by the same narrow regulations that controlled the operative trades of the period. All interests were localized and every possible barrier was erected to prevent commerce with outside communities. Not only that but restrictions were placed on every attempt to regulate supply and demand, by the erection of granaries or the exportation or importation of grain from a region of excess supply to one of stringency. Every town was dependent on its surrounding farms for its supply of grain, and further dependent on the whim of the farmer as to when that grain should appear in the local market.

This traffic from producer to consumer was gradually augmented by the appearance of *blatiers*, petty traders who bought grain of the farmers and carried it to market on mule or horseback.

By the end of the sixteenth century a new element is found in the trade. Merchants of larger means appear on the scene. These men went among the farmers or sent their agents to buy grain from increased areas. The grain was stored in granaries outside the cities, waiting on a favorable time to make its appearance in the market. Competing with these merchants were the large landlords who received tithes of grain and stored them in their chateaux against a rise in market price or a favorable offer from the traveling merchants.

All of the trade was practically on a retail basis and was open to the greatest abuses. There was no means of ascertaining the amount of grain planted or harvested. The supply was entirely invisible except as it appeared on the local markets for sale, so that the merchant with storage facilities could withhold his grain or deluge the market, making the price as he pleased. Under such conditions of uncertainty, the market was liable to panic on the vaguest of rumors and great variation in price would result.

There was no definite change in conditions until 1660, when Colbert became the king's chief minister. He instituted for the first time a national policy of trade which gave unrestricted commerce between the several cities and provinces of France but a protective tariff against imports, and allowed export only in years of excessive harvest. From this period the commercial progress of the country dates, and the grain trade reflects the general improvement of conditions.

During the earlier years some communities had distinctive features connected with its commerce in grain, differing from those shown above. These are explained at length by Mr. Usher and are of considerable importance and interest, though lack of space prevents particular description in this review. As a whole, the *History of the Grain Trade in France* is the most scholarly and exhaustive account we have seen of any period in this world-old trade.

\*"The History of the Grain Trade in France," by Abbott Payson Usher, Ph. D., Cambridge, Harvard University Press, 1913.





## OHIO, INDIANA AND MICHIGAN

John J. Bale has succeeded Macomber & Bale at Lakeview, Mich.

F. E. Haller has sold his elevator at Keystone, Ind., to Pat M. Mead.

The Davis Grain Company, of Judyville, Ind., expects to improve its plant.

P. I. Simons has sold his elevator at Athens, Mich., to Frank Bevington.

The Farmers' Elevator Company will build a new house at Francesville, Ind.

I. B. Cory has succeeded Lloyd Grim in the grain business at Springport, Ind.

F. R. Pence, of Pence, Ind., will install an automatic scale in his elevator.

An elevator will be erected at Shirley, Ind., by Burl Finch, of Indianapolis, Ind.

The old canal elevator at Peru, Ind., built about 60 years ago, has been dismantled.

John Bramlage has made arrangements to build an elevator at Fort Laramie, Ohio.

An automatic scale will be installed in the elevator of Nixon & Van Deventer at Attica, Ind.

Ringlein & Sen have disposed of the elevator at Lima, Ohio, to M. H. Hyman, of Gallup, Ohio.

The Kelly & Betts Grain Company expects to install a moisture tester in its elevator at Talbott, Ind.

The Goemann Grain Company will remove its office from Toledo, Ohio, to Mansfield, Ohio, about June 1.

The Waters Brothers' Elevator Company has been incorporated at Hastings, Mich., with a capital stock of \$10,000.

Among other improvements a new roof will be placed on the elevator of the Winthrop Grain Company at Winthrop, Ind.

Johnson, Richie & Longworth, of Van Wert, Ohio, have purchased an elevator at Sherwood, Ohio, and will take possession in June.

W. C. North, of Fairfield County, Ohio, purchased the E. C. Fisher Elevator at Van Wert, Ohio, at an administrator's sale for \$6,100.

R. E. Burton & Son, of New Holland, Ohio, have purchased the plant of the Clarksville Mill & Elevator Company at Clarksville, Ohio.

Taft & Gordon, operating an elevator and coal business at Howell, Mich., have dissolved partnership, and Mr. Taft will continue the business.

Under the firm name of McEachron & Peasley, Mott McEachron and Earl Peasley have purchased the elevator, feed mill and coal business of S. E. Morrill at Byron Center, Mich.

Citizens of Milton Center, Ohio, and vicinity held a meeting last month to consider the organization of a mutual grain company with a view to taking over the elevator at that place.

The elevator at Xenia, Ohio, formerly operated by R. H. Smart, now deceased, has been leased by Ervine Brothers & Davis, who will make extensive repairs and install new machinery.

The elevator and mill at Carlisle, Ind., formerly owned by the late Christian Hoffman, have been purchased by George A. Ridgway, Charles H. Ridgway, John E. M. Purcell and William Hamke.

The Botkins Grain Company, of Botkins, Ohio, has been incorporated with a capital stock of \$15,000. The incorporators are B. F. Schmiesing, J. C. Paul, W. A. Persinger, J. D. Barnes and Myra C. Minniear.

W. H. Holt has installed a steam engine in addition to a gasoline engine in his elevator at Oakwood, Ohio, and other improvements have been made. Mr. Holt also operates elevators at Hartsburg and Rice, Ohio.

The S. W. Flower Company has been incorporated at Toledo, Ohio, with a capital stock of \$100,000, to deal in grain and seeds. The incorporators are Charles S. Burge, John A. Smith, Richard Sheldon, Robert Burge and Lou Burlingame.

The Irvin T. Fangboner Company, of Bellevue, Ohio, has purchased the elevators and hay business at Havana and Pontiac, Ohio, owned by the E. W. Armstrong Company, of Monroeville, Ohio, successors of the Heyman Milling Company. The Irvin T. Fangboner Company now operates eleva-

tors at Bellevue, Flatrock, Frank, Colby, Omar, Havana and Pontiac.

The Home Mill & Elevator Company has been incorporated at Carlisle, Ind., with a capital stock of \$9,000. The directors are George A. Ridgway, Charles A. Ridgway and John E. M. Purcell.

## SOUTHERN AND SOUTHWESTERN

An elevator may be erected at Duke, Okla.

Farmers and business men are building an elevator at Foyil, Okla.

Reeves & Ludwig are building a 5,000-bushel elevator at Truscott, Texas.

W. H. Norwood will engage in the grain and feed business at Russellville, Ark.

J. H. McCrady has overhauled his elevator at Yewed, Okla., and installed a new engine.

A. C. Harsh & Co., will remove their grain business from Nashville, Tenn., to St. Louis, Mo.

J. J. Huffine & Co., of Frederick, Okla., will build an elevator at Huffine Switch, near Frederick.

The Forgan Equity Exchange, of Forgan, Okla., has purchased the elevator of W. O. Woods & Co.

The W. H. Douglas Elevator Company is now engaged in the grain business at Beronine, Texas.

The Fore Grocery Company, of Pittsburg, Texas, expects to handle grain, flour and hay in car lots.

The elevators of the Texas & Pacific Railway Company at Westwego, La., have been overhauled and repaired.

George T. Hodgson & Co., grain, flour and feed brokers, have opened an office in the Candler Building at Atlanta, Ga.

The Business Men's Club, of McAllen, Texas, is making an effort to interest some one in the building of an elevator.

The Vanderburg & Hays Grain Company, formerly of Blackwell, Okla., is now engaged in business at Oklahoma City, Okla.

The capacity of the McCafferty & Thorpe Elevator at Hydro, Okla., will be doubled. An automatic scale was recently installed.

A permit has been granted to Louis de Cognets & Co., Lexington, Ky., for the building of a concrete grain bin in their plant.

Henry J. Certain and A. C. Demasters have purchased the grain and feed business of W. J. Bennett & Co., at Huntsville, Ala.

A cold storage warehouse at Snyder, Okla., has been purchased by H. S. Lewis and J. J. Wallace, and remodeled into an elevator.

The Center Grain & Grocery Company, of Center, Texas, has filed an amendment increasing its capital stock from \$12,000 to \$25,000.

The United States Feed & Grain Company, of Memphis, Tenn., has gone out of business and leased its elevator to S. M. Bray.

The Farmers' Grain & Supply Company, of Vici, Okla., has been incorporated with a capital stock of \$10,000. The incorporators are H. W. Carlock and T. J. Hussey, Cestos, Okla., and Olden Pierce of Vici.

John Pettigrew has made application for a lease of a site on the Rock Island Railroad at Yukon, Okla., where he expects to establish an elevator and feed mill.

Jennings, Owen & Jennings, Inc., dealers in grain, flour, etc., at Lynchburg, Va., have filed an amendment to their charter changing their name to T. A. Jennings & Sons, Inc.

On April 20, American flags used as decorations on the building of the Texas Grain Company, San Antonio, Texas, were torn down. The building is in a part of the city frequented largely by Mexicans.

A 20,000-bushel elevator is under course of construction at Medford, Okla., for the Medford Mill & Elevator Company. It is located on the Rock Island Railroad while the company has a larger house on the Santa Fe tracks.

The Knight Brothers Grain Company, of Dallas, Texas, will build a 70,000-bushel elevator on the Santa Fe Railroad, in which a feed mill, having a capacity of seven cars daily, will be installed. The company was recently organized with a capital stock of \$45,000 and J. J. Knight and A. G. Knight

are the principal stockholders. Formerly they were president and vice-president of the Knight-Steger Grain Company, of Dallas.

A mill and elevator company has been organized at Hugo, Okla., with a capital stock of \$10,000, by D. C. Patterson, R. M. Pyle and James Thomas.

R. L. Colc & Co. are reconstructing the elevator at Krum, Texas, destroyed by fire last July. The house, an iron-clad structure, will have a capacity of 25,000 bushels and cost about \$6,000. It will contain four steel storage tanks, equipped to handle 2,000 bushels hourly.

The Star Milling Company, of Clinton, Ky., owned by J. U. Kevil, Mayfield, Ky., will reconstruct its milling and elevator plant recently destroyed by fire. The elevator will have a capacity of 75,000 bushels, while the mill will have a capacity of 200 barrels daily. A contract has been awarded to the Burrell Engineering & Construction Company for the rebuilding of the plant.

## MINNESOTA AND WISCONSIN

It is stated that a farmers' elevator will be erected at Flaming, Minn.

N. Smokstad has rented the Cargill Elevator at Hancock, Minn., for the season.

Emil Franz, a lumber dealer at Dundas, Wis., has purchased the elevator at that place.

The Farmers' Elevator Company, of Blue Earth, Minn., is planning to build a new elevator.

The Farmers' Elevator Company has practically completed its new elevator at Marshall, Minn.

The Farmers' Elevator Company, of Henning, Minn., will build three additional bins in its plant.

The Farmers' Elevator Company has been organized at Hadley, Minn., with a capital stock of \$15,000.

The Kelly Elevator at Breckenridge, Minn., has been taken over by a company of business men and farmers.

Flo Brothers, of Rapidan, Minn., have purchased the elevator at that place from R. L. Hauk, of Good Thunder, Minn.

A farmers' elevator company has been organized at Good Thunder, Minn., and purchased Elevator "B" from R. L. Houk.

C. J. Imholt, of Hampton, Iowa, has purchased the elevator of the Minnesota & Western Grain Company at St. James, Minn.

August Swenson and others are interested in the organization of a farmers' elevator company at Springcreek (R. F. D. from Kenyon), Minn.

A certificate, extending the corporate existence of the Zumbrota Farmers' Mercantile & Elevator Company, Zumbrota, Minn., for 30 years from June 1, 1914, has been filed.

The Gund Brewing Company recently purchased the Cargill Elevator at Wykoff, Minn., which has not been operated for several years. The house will be repaired and painted.

The Farmers' Co-operative Company has been organized at Princeton, Minn., where the Peterson property has been purchased and Oscar Peterson has been engaged as business manager.

The contract for the erection of the new 1,500,000-bushel elevator for the Pillsbury Flour Mills Company, Minneapolis, Minn., has been awarded to the Barnett & Record Company, of Minneapolis.

The Farmers' Elevator Company of Avoca, Minn., has been incorporated at Avoca, with a capital stock of \$25,000. The officers are as follows: M. H. Rath, president; A. F. Johnson, vice-president; John E. Holmberg, secretary-treasurer.

F. E. Lindahl, of the Cargill Elevator Company, is authority for the statement that the elevator which recently burned at Superior, Wis., will not be rebuilt unless the Wisconsin grain tax is lowered favorably with the Minnesota toll.

At a special meeting of the Farmers' Elevator Company, Okabena, Minn., it was decided to erect a new elevator to handle the firm's increasing business. One of the company's elevators will be razed, and its capital stock will be increased.

The Western Grain & Feed Company, of Milwaukee, Wis., has filed an amendment to its articles of incorporation, authorizing it to export and import grain from foreign countries, and decreasing its capital stock from \$20,000 to \$10,000. Theo-



dore A. Hauschel is president of the company and A. C. Hauschel is secretary.

Farmers are making an effort to organize an elevator company at Easton, Minn., for the purpose of taking over the property of the Easton Grain Company. R. C. Palmer is interested in the movement.

The Campbell-Hodgson Grain Company, Willmar, Minn., has been purchased by E. B. Page, of Leeds, N. D., who will continue the business under the name of Page & Co. L. F. Hodgson will retain the fuel business and will also manage the grain business for the new company.

The North Redwood Farmers' Elevator Company, of North Redwood, Minn., has been incorporated with a capital stock of \$10,000. The board of directors consists of the following: Thomas Hosken, W. C. Mann, John Malacek, John Schweinfurter, Frank Nuenberg, Herman Becker, Frank Swoboda, Edward Lueck and William Zumwinkle.

#### WESTERN

The Reedpoint Elevator Company, of Reedpoint, Mont., will erect an elevator.

An elevator will be erected at Daily, a small town 25 miles east of Sterling, Colo.

The new mill and elevator of Park & Lichty at Pomona, Cal., is nearly complete.

An elevator will be erected at Scobey, Mont., by the International Elevator Company.

The Johnson Grain Company has been organized at Conrad, Mont., with a capital stock of \$20,000.

Farmers in the vicinity of Windham, Mont., have organized an elevator company and will build a 25,000-bushel elevator.

A branch of the American Society of Equity has been organized at Lewistown, Mont., by the farmers in that district.

The St. Anthony & Dakota Elevator at Shelby, Mont., has been reopened with a Mr. Crane, of Sayoy, Mont., in charge.

The Farmers' Elevator Company, of Chouteau, Mont., is planning to build elevators at Fairfield, Farmington and Agawam, Mont.

It is reported that the Eastern Montana Elevator Company will install a 50-barrel mill in its elevator at Glendive Mont.

The Taylor Milling Company, of Los Angeles, Cal., recently added an elevator to its plant, having a capacity of more than 15,000 bushels.

The Compton-Gardena Grain & Milling Company has established a wholesale and retail branch house at Gardena, Cal., with J. H. Griffin in charge.

The Laurel Milling Company, of Laurel, Mont., will construct elevator capacity for 25,000 bushels in connection with its new 150-barrel flour mill.

The Brown Fagley Company has been incorporated at Lewistown, Mont., with a capital stock of \$50,000 to deal in grain and produce. H. L. Fagley is one of the incorporators.

The Independent Grain Dealers' Association is building an elevator at Winifred, Mont., with a capacity of 25,000 bushels. A flour and feed house will also be constructed.

Articles of incorporation have been filed by the State Elevator Company, of Cascade, Mont., capitalized at \$50,000. The incorporators are T. C. Power, J. Ritter and August Schwachheim.

The Farmers' Co-operative Association will build an elevator at Akron, Colo. The officers of the company are as follows: F. S. Highlan, president; W. A. Wells, vice-president, and Homer Evans, secretary-treasurer.

The Marcellus Farmers' Elevator Company has been incorporated at Marcellus, Wash., with a capital stock of \$5,000. The incorporators are S. J. Williams, W. S. Egbers and others. The company will build a 25,000-bushel house.

The Farmers' Elevator Company will erect a 35,000-bushel elevator at Lambert (R. F. D. from Fox Lake), Mont., on the proposed New Rockford-Lewistown cut-off of the Great Northern Railroad. A feed mill will be a feature of the equipment.

H. M. Houser, of Portland, Ore., has secured warehouse facilities at Tacoma, Wash., for exporting wheat, having closed negotiations for the warehouse of the Chicago, Milwaukee & Puget Sound Railroad, according to reports. At present the warehouse is leased by Balfour-Guthrie & Co.

A. E. Sutton, of the Northern Grain Company, has announced that his company has contracted for the Northwestern Dock at Tacoma, Wash., and will begin to ship grain from Tacoma about July 1. Cleaners and other equipment have been installed in a warehouse and a brick fire wall will be constructed at the south end of the warehouse, between it and a municipal dock. The wall will represent an outlay of \$7,000. Relative to the contemplated improvements, Mr. Sutton said: "I expect that we will begin to ship from Tacoma about July 1. Most of our shipments will go to Europe by way of the Panama Canal. The shipments will

be in large and small lots as the occasion offers. Anything will be taken as high as 4,000 tons." It is stated that the Northern Grain Company has vessels engaged for handling their cargoes. This firm has offices in Portland, Spokane and Seattle.

The newly organized Farmers' Elevator Company, of Broadview, Mont., has elected officers as follows: John R. Davis, president; J. H. Grotern, vice-president; Thomas Harrison, secretary-treasurer; J. F. Byers and O. A. Linnell, directors. It is the intention of the company to build a 40,000-bushel elevator.

The Globe Grain & Milling Company, of Los Angeles, Cal., holds a meeting of its stockholders on May 15, to vote on a proposed increase in capital stock from \$2,000,000 to \$5,000,000. W. E. Kelliher, of Los Angeles, is president of the company, which operates plants at San Francisco, Los Angeles and San Diego, Cal., and El Paso, Texas.

The San Diego Grain & Milling Company, of San Diego, Cal., has petitioned the City Council at that place for permission to construct, operate and maintain a creosoted wooden pipe line, 14x18 inches in dimensions, to the seawall at that place, for the purpose of securing condensing water from the bay for engines operated by the company.

Ertel & Torrence, of American Falls, Idaho, are preparing to build a 25,000-bushel warehouse and a 75,000-bushel elevator to replace the plant destroyed by fire on April 2. The elevator will be of frame construction covered with galvanized iron and the equipment will include two legs, the machinery to be operated by electricity. Construction work will not begin until July.

#### THE DAKOTAS

The Homestead Elevator at Ryder, N. D., is closed and will not be re-opened until fall.

The National Elevator Company will reconstruct its house at Sarles, N. D., this summer.

The Faust Elevator at Wessington Springs, S. D., has been taken over by Walter Hyde.

An application has been filed for the dissolution of the Canova Grain Company, of Canova, S. D.

The Farmers' Elevator Company, of Maxbass, N. D., will build coal sheds for the handling of coal.

The Farmers' Grain Company, of Hetland, S. D., will repair its elevator and install an electric motor.

The Burgess Elevator Company has reconstructed the office at Edmore, N. D., recently destroyed by fire.

The Farmers' Elevator at Benedict, N. D., was sold on April 17, and the company is out of business.

The South Dakota Grain Company has sold its elevator at Loomis, S. D., to A. H. Betts, of Mitchell, S. D.

The Farmers' Co-operative Elevator Company will build an elevator at Rawson, near Alexander, N. D.

The new 35,000-bushel elevator of the Alexander Grain Company at Alexander, N. D., has been completed.

A new elevator will be erected at Horace, N. D., by the Farmers' Elevator Company. E. O. Holsmen is secretary of the company.

The Osborne-McMillan Elevator Company will build a 25,000-bushel elevator at Kenmare, N. D., to replace the house recently destroyed by fire.

The Farmers' Elevator Company has rebuilt its house at Argusville, N. D., and an office will be constructed. A new leg and dump scale were installed.

An elevator will be erected at Bowman, N. D., by the Farmers' Co-operative Elevator Company, recently incorporated with a capital stock of \$20,000.

The Bingenheimer Mercantile Company, of Judson, N. D., will remove its elevator to a site on the railroad and will install new machinery in the house.

Oscar Carlson has razed the warehouse near his elevator at Clear Lake, S. D., and will build an elevator, 28x26 feet in size, adjoining his present house.

It is reported that the Old Cargill Elevator at Plana, S. D., has been purchased by Ed. Griffith and a Mr. Burnett, of Columbia, S. D., who will repair the house for operation this fall.

The directors of the Willow Lake Farmers' Elevator Company, Willow Lake, S. D., have awarded a contract for the building of a 30,000-bushel elevator, at a cost of \$6,000, to replace their old house.

Geo. P. Sexauer & Son, of Brookings, S. D., have purchased the house of the Western Elevator Company at Lake Preston, S. D., which will be razed, contract for the erection of a new elevator having been awarded.

The Farmers' Elevator Company, of Edinburg, N. D., has awarded a contract for the erection of a new elevator. The structure will contain 16 hopped bins with a capacity of 45,000 bushels. The equipment will include two legs and a manlift, while the building will be ironclad. The plant will

include a brick office with an adjoining directors' room. The former house is being torn down.

The Great Western Grain Company has sold its elevator at Oriska, N. D., to E. B. Nelson, who will install a cleaner, feed mill and 20-horsepower engine.

The Farmers' Union Warehouse, Milling & Mercantile Company has been incorporated at Bismarck, N. D., with a capital stock of \$10,000. The incorporators are Wm. E. Breen, H. P. Knappen and Martin Bourgois.

The directors of the Farmers' Elevator Company at Gallagherville, a new town near Willow Lake, S. D., have awarded a contract for the erection of a new elevator, costing \$6,000 and having a capacity of 30,000 bushels.

The Pelto Farmers' Elevator Company has been incorporated at Pelto (R. F. D. from Brocket), N. D., with a capital stock of \$25,000. The incorporators are John Kyllonen, Matt Knoppola, Matt Pirila, John Asumas and Joseph Kyllonen.

#### CANADIAN

Claude Terwilliger is building a 35,000-bushel elevator at Champion, Alta.

The Saskatchewan Co-operative Elevator Company will build an elevator at Zealandia, Sask.

The Home Grain Company, Winnipeg, Man., is building elevators at Kircaldy and Ensign, Sask.

The Grand Trunk Pacific Railway Company will build an addition to its elevator at Fort William, Ont.

O. M. Olson, of Volga, S. D., is said to contemplate the erection of a 300,000-bushel elevator at Melford, Sask.

A. Forsythe & Co., whose elevator at High Bluff, Man., was destroyed by fire on April 11, will build a new 30,000-bushel house.

Articles of incorporation have been filed by the Grain Security Company, Ltd., of Winnipeg, Man., with a capital stock of \$50,000.

A branch of the Farmers' Co-operative Elevator Society has been organized at Vegreville, Alta., and a 60,000-bushel elevator with an adjoining warehouse will be constructed.

An office will be opened at Vancouver, B. C., for Mitsui & Co., exporters and importers, having offices at Portland, Ore., and San Francisco, Cal., by M. Kawazu, assistant manager of the Portland office.

The Farmers' Bank at Expanse, Sask., has been considering the advisability of organizing a co-operative elevator company among the farmers in that district, with the possible erection of several elevators.

The new office of the Saskatchewan Co-operative Elevator Company at Regina, Sask., will be constructed of reinforced concrete. It will be two stories high, built to permit the addition of two stories.

Owing to the heavy grain traffic at Fort William, Ont., the school board has determined to organize classes in the public schools to teach the handling of grain. It is said that there are about 1,000 men employed in the grain houses at that place, in addition to 300 in the offices.

Two delegations of British Columbia business men recently presented petitions to the Board of Commissioners at Winnipeg, Man., one representing the city of Vancouver and the other New Westminster. The Vancouver representatives asked that the proposed government elevator be erected on Burrard Inlet while the other delegation claimed the Fraser River Valley a proper location for the new grain house.

#### EASTERN

Frank Towle has engaged in the grain business at Freedom, Maine.

C. G. Turner has been succeeded in the grain business at Chester, Mass., by Theo. Steinhart.

Wm. T. Reynolds & Co., of Poughkeepsie, N. Y., will remodel their elevator and install new machinery.

The Baltimore & Ohio Railroad will install a pneumatic grain conveyer in its Elevator "B" at Baltimore, Md.

H. S. Hunsecker is building an elevator at Linne Valley, Pa. It is 40x30x16 feet in size and will be used for wheat only.

The Nickel Plate Elevator Company, of Buffalo, N. Y., has been permitted to change its name to the Superior Elevator Company.

The L. C. Daniels Grain Company, of Hartford, Conn., which has been engaged in business for about 13 years, will be dissolved.

The Connecting Terminal Elevator Company, of Buffalo, N. Y., will erect a 1,000,000-bushel elevator on the Blackwell Canal, to replace the house recently destroyed by fire. Modern equipment will be installed and the cost of the plant will approxi-



mate \$400,000. The contract has been awarded to the Monarch Engineering Company, of Buffalo, and all departments will be operated by electricity.

The Cambridge Manufacturing Company, Cambridge, Md., dealers in grain among other activities, has increased its capital stock from \$100,000 to \$200,000.

The grain business of the late Jos. L. Haskell at Claremont, N. H., has been taken over by Chas. H. Magown and Fred B. Magown, who are operating as Magown Brothers.

H. T. Morey has opened a grain and feed office in the Chamber of Commerce Building at Buffalo, N. Y., Mr. Morey formerly acted as sales manager of the Globe Elevator Company, and previous to that was connected with the grain trade at Toledo, Ohio.

Last month, the Boutwell Milling & Grain Company, of Troy, N. Y., held its annual meeting and elected the following officers: Fred E. Draper, Frank E. Howe, William C. Geer, William Armstrong, Michael F. Sheary, F. H. Van Duesen and Hugh Galbraith.

Offices have been opened in the Chamber of Commerce Building at Buffalo, N. Y., by the Urmston-Harting Grain Company. The Urmston Grain Company, of Tipton, Ind., has maintained an office for the past year, while Sherman B. Harting was formerly in the grain business at Ellwood, Ind.

The Electric Grain Elevator Company has taken over the business of the Electric Elevator & Milling Company at Buffalo, N. Y., and the officers of the new company are as follows: O. M. Mitchel, of New York, president; Yale Kneeland, of New York, secretary; H. T. Kneeland, Jr., of Buffalo, treasurer and manager.

## IOWA

A farmers' elevator will be erected at Schleswig, Iowa.

F. E. Burke is building an elevator at Riceville, Iowa.

The Jones Elevator at Ireton, Iowa, has been razed.

An elevator may be erected at Bedford, Iowa, by A. A. Leet.

An elevator and feed mill may be erected at Cedar, Iowa.

John Tjaden is completing his elevator at Wellsburg, Iowa.

E. B. Cook is completing his new elevator at Wapello, Iowa.

W. F. Lybarger plans to build an elevator near Burr Oak, Iowa.

The Talbot Grain Company is building an elevator at Le Roy, Iowa.

F. E. Hales contemplates building an elevator at Swaledale, Iowa.

N. H. Veldhouse has purchased an elevator at Kanawha, Iowa.

The Home Lumber Company has painted its elevator at Gibson, Iowa.

The Farmers' Elevator Company, of Walker, Iowa, will build a coal house.

The Farmers' Elevator Company has remodeled its house at Clare, Iowa.

The Farmers' Elevator Company is building an elevator at Halbur, Iowa.

The Diamond Lumber Company may build a new elevator at Webster, Iowa.

An office has been built at Spencer, Iowa, by the Farmers' Elevator Company.

The Farmers' Co-operative Society will soon erect an elevator at Aredale, Iowa.

The Talbott Grain Company is planning to build an elevator at Weldon, Iowa.

Howard & Barry, of Auburn, Iowa, have installed a 2,000-bushel automatic scale.

The Theo. Sindt Grain Company is building new corn cribs at Lake Park, Iowa.

An automatic scale has been installed in the Farmers' Elevator at Olaf, Iowa.

Chas. Linkey, of Madrid, Iowa, will build an elevator at Highland Center, Iowa.

Fesler & Griffin will build a new office building near their elevator at Riverside, Iowa.

The Farmers' Elevator Company has repaired and painted its elevator at Norway, Iowa.

A farmers' elevator company may be organized at McIntire, Iowa, to buy or build a house.

A new elevator is contemplated by the Brooklyn Lumber & Grain Company, of Brooklyn, Iowa.

The Farmers' Elevator Company, of Denison, Iowa, has applied for a charter with a capital stock of \$10,000.

A 15-horsepower motor has been added to the electrical equipment of the Farmers' Elevator Company, of Onawa, Iowa, and work will soon begin on the construction of an addition to its office building.

ing. The structure will occupy a space 16x28 feet in size.

Farmers around Leland, Iowa, are interested in the organization of a farmers' elevator company.

A manlift, new dumps and new legs have been installed in the Farmers' Elevator at Boone, Iowa.

A contract has been awarded for the erection of the new Farmers' Elevator at Emmetsburg, Iowa.

Farmers may organize an elevator company at Dawson, Iowa, and purchase the house of R. S. Witter.

A new elevator will be erected at Ventura, Iowa, on the site of the present Farmers' Elevator. It will cost \$6,400 and will probably be completed by July 1.

E. B. Cook, who operates an elevator at Wapello, Iowa, is building a new office on the Rock Island right-of-way.

Farmers in the neighborhood of Kensett, Iowa, are considering the matter of organizing an elevator company.

The elevator of Erickson & Rasmussen at Crystal Lake, Iowa, has been remodeled and a 2,000-bushel scale installed.

The Neola Elevator Company has decided to rebuild its house at Yorkshire, Iowa, recently destroyed by fire.

A Fairbanks Type Registering Beam Wagon Scale has been installed in the elevator of Page & Luke at Geneva, Iowa.

The old East Elevator at Bagley, Iowa, has been torn down and Pollock & Co. will erect a new grain house on the site.

F. E. Hoyt has taken over the interest of W. H. Bickel in the Producers' Elevator Company at La Porte City, Iowa.

W. H. Hubbard, former manager of the Farmers' Elevator at Melvin, Iowa, has taken over an elevator at Paton, Iowa.

The Breda Elevator Company, of Breda, Iowa, has remodeled its elevator and installed a 2,000-bushel automatic scale.

Seiler & McDonald, of Algona, Iowa, have repaired and painted their elevators at Halfa, Fenton, Plum Creek and Doliver, Iowa.

A wholesale grain business has been opened at Sioux City, Iowa, by the Leopold-Hoese Grain Company, of Merrill, Iowa.

A 2,500-bushel scale has been installed in the house of the Farmers' Grain, Livestock & Lumber Company at Dedham, Iowa.

A 2,000-bushel automatic scale has been installed in the house of the Farmers' Elevator & Livestock Company at Stanhope, Iowa.

S. J. Clausen, of Clear Lake, Iowa, has overhauled his elevator and much of the equipment will be replaced by new machinery.

F. H. Nagel has purchased the interest of his partner, W. H. Minert, in the grain and coal business of Minert & Nagel, at Waukon, Iowa.

The houses of the Neola Elevator Company at Rider and Campbell, Iowa, have been taken over by Wright & McWhinney, of Des Moines, Iowa.

D. S. Fleck is now the sole owner of the grain and lumber business at Killduff, Iowa, formerly conducted by Macy & Fleck, the firm having dissolved.

The Burrell Engineering & Construction Company, of Chicago, is building a new elevator at Highland Center, Iowa, for the Neola Elevator Company.

J. Gannon is building a new elevator at Valeria, Iowa, which will be of cribbed construction, 26x36x40 feet in size, and fitted with a 2,000-bushel scale.

Farmers in the vicinity of Bouton, Iowa, bid in the defunct Farmers' Elevator at that place at a sheriff's sale last month, and then leased the house to Wright & McWhinney, of Des Moines, Iowa.

The Farmers' Grain Company, of Yetter, Iowa, has installed extensive improvements, including automatic scales, new rope drive, and new foundations, while a new office has been constructed.

The stockholders of the Sioux City Terminal Elevator Company, Sioux City, Iowa, have leased their plant to the Mystic Milling Company. The house was built several years ago at a cost of \$100,000.

The stockholders of the Farmers' Elevator Company, Onawa, Iowa, recently held their annual meeting, when all the officers were re-elected as follows: F. R. Hackett, president; Levi McNeil, vice-president; C. G. Oliver, secretary; Orville McNeil, treasurer, and A. D. Post, manager.

The Farmers' Elevator Company, of Marble, Iowa, has been incorporated with a capital stock of \$3,000. The incorporators are Mat Standt, F. W. Ganger, A. Jandl, Dan Barth, W. H. Packman and Frank Shultz. The company purchased the elevator business of Bucklin & Maxson, taking possession on May 1.

The Merriam-Millard Grain & Elevator Company, of Omaha, Neb., recently purchased the Midwest Elevator at Council Bluffs, Iowa, and the property has been leased to the Blanchard-Niswonger Grain

Company, of which J. B. Blanchard, president of the Gate City Malt Company, and C. E. Niswonger are the principal stockholders.

## ILLINOIS

Alfred Fowler is building a new elevator at Herbert, Ill.

S. A. Hayward has bought the F. J. Davis Elevator at Tremont, Ill.

S. A. Haywood, of Peoria, Ill., has re-opened his elevator at Pekin, Ill.,

L. J. West expects to install a gasoline engine in his elevator at Glenavon, Ill.

Farmers in the vicinity of Wolf Lake, Ill., may organize an elevator company.

The Rivoli Grain Company is building a concrete house at New Windsor, Ill.

The Farmers' Elevator Company, of Neponset, Ill., will erect a new 36,000-bushel elevator.

Geo. W. Carrico, of Barnett, Ill., plans to build an elevator at Atwater, Ill., this summer.

The R. F. Cummings Grain Company is wrecking the old Wabash Elevator at Gilman, Ill.

An additional corn drier will be installed in the elevator of J. J. Stack at Glenavon, Ill.

Beggs & Lewis are rebuilding their elevator at Woodson, Ill., to give increased capacity.

The elevator at McClure, Ill., has been overhauled by the Carbondale Mill & Elevator Company.

Farmers in the vicinity of Dewey, Ill., are organizing an elevator company. H. E. Ward is president.

The Elwood Farmers' Grain Company, Elwood, Ill., has purchased William Schumacher's elevator.

J. Sumner & Sons have put new spouting and other improvements in their elevator at Danville, Ill.

David Goodwin has sold the C. Wilson Elevator at Palestine, Ill., to a Mr. Welton, of Colorado, for \$6,000.

O. L. Colton has remodeled his elevator at Cortland, Ill., and will install a 100-horsepower steam engine.

The Shearer-Null Grain Company has sold its elevator at Saybrook, Ill., to A. L. Horner and W. W. Outlaw.

Farmers in the neighborhood of Wolf Lake, Ill., want an elevator. H. E. Combs and others are interested.

The Plainfield Grain Company will install a No. 14 Boss Car Loader in its elevator at Wolfe (R. F. D. from Plainfield), Ill.

The Farmers' Grain Company, of Henning, Ill., is planning to build new coal bins and construct a steel roof on its elevator.

The Joliet Grain Company, Joliet, Ill., has built a new coal shed at Channahon, Ill., and painted all its buildings at that place.

The Union Grain Elevator Company, of Stillwell, Ill., has filed an amendment increasing its capital stock from \$2,500 to \$3,500.

The Farmers' Elevator Company, of Seneca, Ill., will sell its elevators at Langham, Stockdale and Seneca, Ill., at public auction.

Frank C. Hollinger, who has been connected with the firm of Legan & Bryan, Chicago, for 20 years, has been taken into partnership.

The stockholders of the Farmers' Elevator Company at Rees (R. F. D. from Murrayville), Ill., recently declared a dividend of nine per cent.

Paul Kuhn & Co. have sold their elevator at Williamsburg (R. F. D. from Lovington), Ill., to C. E. Davis, and J. A. Davis has leased the house.

The grain commission firm of Hulburd, Warren & Chandler, Chicago, has admitted John Gilles, for many years office manager, as a member of the firm.

The Davis Grain Company is building a new office building in connection with its elevators at La Rose, Ill., and the old office building will be utilized for a seed house.

Incorporation papers have been filed by the Altizer Elevator Company, of Chicago, with a capital stock of \$25,000. The incorporators are J. P. Altizer, E. G. Henderson and C. M. Gavenee.

The Banner Elevator & Mill Company, of St. Francisville, Ill., has been incorporated with a capital stock of \$10,000. The incorporators are W. S. Cluxton, C. L. Lewis and T. H. Gutteridge.

The elevator of the Winnebago Grain & Lumber Company, Winnebago, Ill., was broken into by thieves last month, who broke the scales in the house, causing a suspension of business operations for several days.

The Frankfort-Spencer Grain Company, of Frankfort and Spencer, Ill., has purchased Henry Stellwagen's elevator at Frankfort, and leased the Brisbane Elevator near New Lenox, Ill. The company was unable to secure the Michigan Central Elevator at Spencer. Henry Luhring has been appointed



manager of the elevator at Frankfort, while Mr. Stellwagen will act as secretary.

The DeWit Grain Company has disposed of its grain business at Plymouth, Ill., to Huey Brothers, and Ed. Huey will have charge of the elevator.

The directors of the Pekin Farmers' Grain Company, Pekin, Ill., have decided to increase their capital stock from \$10,000 to \$15,000 and they expect to complete their new elevator in time to handle this season's crop.

A. J. Barnett, who formerly managed the elevator of Elmore & Son at Hillview, Ill., has purchased the Superior Flour Mill with two elevators at White Hall, Ill., for \$21,000. The storage capacity of the elevator is 35,000 bushels.

The annual meeting of the Wendel Grain Company, Mendota, Ill., was held on May 2, when the following officers were elected: C. H. Faber, president; Ed. Grosch, vice-president; Geo. Stamberger, Jr., secretary, and Wm. P. Gross, treasurer.

The New Lenox Grain Company, of New Lenox, Ill., has been incorporated with a capital stock of \$5,000. The officers are: President, Ben Studman; vice-president, John Bango; secretary-treasurer, John Schroder, and manager, Albert Minger. The company will operate the elevator at Spencer, Ill., on the Michigan Central Railroad.

The C. H. Albers Commission Company, of St. Louis, Mo., is preparing to build a 300,000-bushel elevator at East St. Louis, Ill., near the Venice Elevator, which has been operated by the company for 15 years. An addition recently constructed to the old elevator will be torn down and a new concrete house will occupy the site. The new structure will comprise six tanks, while the building dimensions are to be 120x60 feet. The Venice Elevator was built in 1876 at a cost of \$350,000, and the two houses will have a combined capacity of 550,000 bushels.

S. W. Strong, secretary of the Illinois Grain Dealers' Association, reports the following changes in the ownership of elevators: Waldschmidt & Schneider have succeeded H. J. Wykle at Metamora; C. E. Davis has succeeded Davis & Davis at Arthur; Smith & Truitt have gone out of business at Duvall; F. C. Martens has succeeded Martens Brothers at Randolph; C. E. Davis (mail Arthur) has succeeded Paul Kuhn & Co. at Williamsburg; A. F. Davis (mail Arthur) has succeeded Davis & Davis at Fairbanks (R. F. D. from Williamsburg); C. E. Davis (mail Arthur) has succeeded Davis & Davis at Chesterville, Ill.

Argile & Kirby, grain and feed dealers, Chicago, are building a new reinforced concrete elevator on West Sixty-Eighth and South La Salle Streets, also a large brick warehouse. The firm has been engaged in business for the past 25 years and the new building will greatly increase its facilities for handling all kinds of grain and hay, while a department will be maintained for the manufacture of chicken feed. The buildings provide for office space also. Included in the new equipment will be automatic scales for sacking grain and chops, automatic packers, a 50-ton track scale, one hopper and two wagon scales, Weller Automatic Power Shovels, two Monarch Double Roller Mills, two elevator legs, an Invincible Clipper and Cleaner and other modern equipment, all to be operated by electric motors.

## MISSOURI, KANSAS AND NEBRASKA

An elevator will be constructed at Santa, Kan. The Colburn Milling Company is building an elevator at Hilton, Kan.

A new elevator will be erected at Doniphan, Kan., by Charles P. Carrigan.

C. M. Zimmerman, of Newton, Kan., will install a No. 8 Boss Car Loader.

A 12,000-bushel elevator will be erected at Sumner, Mo., by A. O. Talbott & Co.

The Farmers' Union, of Scottsville, Kan., may engage in the elevator business.

The Aetna Mill & Elevator Company, of Milan, Kan., will reconstruct its plant.

The Manhattan Milling Company, of Manhattan, Kan., will reconstruct its elevator.

An elevator will be erected at Clearmont, Mo., by G. W. Carter, of Hepburn, Iowa.

James Terryberry has purchased the elevator of S. C. Keckler at Louisville, Neb., for \$6,400.

A movement is under way at Randolph, Neb., for the construction of a co-operative elevator.

The Pawnee County Grain & Supply Company has been incorporated in Pawnee County, Kan.

The Eagle Mill & Elevator Company, of Higginsville, Mo., will install a No. 3 King Car Loader.

The Eagle Mill & Elevator Company, of Mayview, Mo., will install a No. 3 King Car Loader.

The plant of the Bruning Mill & Elevator Company at Bruning, Neb., has been closed indefinitely.

Work has commenced on a 1,000,000-bushel elevator at Coberg, Kansas City, Mo., for the Chicago, Milwaukee & St. Paul Railroad Company. James

Stewart & Co., Chicago, have the contract. The house will be of concrete and is to be completed by July 1.

W. T. Hacker has torn down his elevator at Carlton, Kan., and is building a larger house on the site.

E. R. Smith has purchased the interest of C. R. Rixon in the Joy Grain Company at Greensburg, Kan.

The Farmers' Union, of Ceresco, Neb., will organize a company to either build or buy three elevators.

The Kansas Flour Mills Company, of Wichita, Kan., has purchased the elevator of T. P. Starr at Belmont, Kan.

An elevator is under course of construction at Guilford, Mo., for the Shannon Elevator Company, of Kansas City.

A 15,000-bushel elevator will be erected at Asaria, Kan., by the Farmers' Elevator Company, recently organized.

The A. C. Klaumann Grain Company, of Cuba, Kan., has razed its elevator and will build a new 12,000-bushel house.

Mrs. Louise Davis, of Downs, Kan., has sold her elevator to the Osborne County Farmers' Union Co-operative Association.

The Farmers' Grain & Produce Company has been chartered to engage in business at Nettleton (R. F. D. from Kinsley), Kan.

The Kansas Flour Mills Company is building a flour and feed storage warehouse in conjunction with its elevator at Ford, Kan.

The Kansas Flour Mills Company, of Wichita, Kan., has placed an order for 50 automatic scales to be placed in its country elevators.

The Loomis Farmers' Co-operative Company, of Loomis, Neb., recently held a meeting to consider the advisability of erecting a new elevator.

The Hutchinson Flour Mills Company, of Hutchinson, Kan., will build 75,000 bushels additional storage in connection with extensive improvements.

The Simpson Grain & Mercantile Corporation held its annual meeting at Glasco, Kan., recently and elected J. W. Overman, president, and I. H. Duffy, secretary.

After standing idle for four years, the Home Grain Elevator at Topeka, Kan., will be placed in operation, having been leased by F. A. Durby, of Sabetha, Kan., from the Rock Island Railroad and the Van Duesen-Harrington Grain Company, of Minneapolis, Minn. Mr. Durby has removed to Topeka

and the plant will be ready for operation before the opening of the spring wheat crop. He is the owner of eight elevators in the northwestern part of Kansas and Nebraska.

A charter has been granted to the Clay Center Grain Company, of Clay Center, Neb., capitalized at \$20,000. The incorporators are H. L. McKelvie, J. T. Mortland and others.

The Pittsburg Elevator Company, of Pittsburg, Kan., has awarded a contract for the erection of a corn mill and seed cleaning plant, the mill to have a capacity of 150 barrels.

The Lichtig Grain Company has been incorporated at Kansas City, Mo., with a capital stock of \$15,000. The incorporators are Henry Lichtig, C. C. Orthwein and Julius D. Bombeck.

The Kansas Grain Company will remove its elevator at Sylvia, Kan., to another site, to make way for the building of a passenger station on the present site by the Santa Fe Railroad.

The Hutchinson Terminal Elevator Company, of Hutchinson, Kan., will build a concrete elevator of 20,000 bushels' capacity at Mullinville, Kan., to replace the old frame structure at that place.

A contract has been awarded for the construction of two concrete storage tanks of 25,000 bushels' capacity each by the F. W. Gaunt Grain Company, of Alton, Kan. Construction work is progressing and it is expected that the plant will be complete by June 1.

Lafe Higgins has sold his elevators at Auburn, Glenrock and Stella, Neb., to W. R. York, Clarence E. Ord, L. L. Coryell and J. D. Curtis. Messrs. Ord and Coryell purchased the house at Glenrock; Ord and York the elevator at Auburn, and Mr. Curtis the one at Stella.

The Sherry-Bacon Grain Company, one of the oldest in St. Louis, Mo., retired from business on April 30. Joseph Sherry, founder of the firm, died about eight years ago, while John Rodgers, a member of the company, passed away two years ago. Mr. Bacon retires for a much needed rest.

Representatives of four milling companies at Hutchinson, Kan., have united in the organization of the Union Grain Company. The incorporators are: F. D. Larabee, of the Larabee Milling Company; C. A. Greenlee, of the Kelly Milling Company; J. W. Burns, of the Hutchinson Flour Mill Company; W. E. Carr, of the Monarch Milling Company, and M. L. Van Meter. The following officers have been elected: President, W. E. Carr; vice-president, C. A. Greenlee; secretary and treasurer, M. L. Van Meter. Paul Noble, of Wichita, Kan., has been appointed manager of the company.

## IN THE COURTS

[Prepared especially for the "American Grain Trade" by J. L. Rosenberger of the Chicago Bar.]

### PURCHASERS PAYING NOTES WITH KNOWLEDGE OF DEFECTS

Ordinarily when a purchaser pays a note with knowledge of defects in the property purchased, or renews a note with knowledge of such defects, he cannot thereafter be heard to complain of the defects as a defense. But where the note is paid or the renewal note made upon the distinct promise of the seller that he will remedy the defect if the note is paid or a renewal made, and a guaranty is given to the purchaser to remedy or repair the defects in consideration of the payment or the giving of the renewal note, the Court of Appeals of Georgia holds, in *Lockett vs. Rawlins* (78 Southeastern Reporter, 780), that the above rule of law is not applicable, and the failure to keep such promise or make good such guaranty with the purchaser, which results in injury to the maker of the renewal note, will constitute a good defense either of total or partial failure of consideration, according to the facts.

Dispute over the ownership of the proceeds of a \$1,500 draft has resulted in the filing of suit by the Omaha Grain Exchange against the United States National Bank.

The Johnson & Black Elevator at Lewistown, Ohio, has been closed on a judgment for \$7,000 held by the Farmers' Bank at that place and Edward K. Campbell has been appointed receiver.

The Saskatchewan Co-operative Elevator Company was sustained in a case brought by Robert Finlay to collect value for alleged surplus grain as revealed by terminal elevator weight tickets. Finlay stored his grain in a special bin of the company's house at Perdu, receiving a special bin ticket, showing the weight of his grain and the terminal weight ticket showed a greater amount. The Board of

Grain Commissioners for Canada ruled that the original weight tickets must govern such cases.

The Farmers' Grain Company, of Haven, Kan., sued the Missouri-Pacific Railway for damages for failure to deliver cars and the case was settled by the payment of \$100 and costs by the defendant.

The suit filed by the Rock Mill & Elevator Company, Hutchinson, Kan., against the Atchison, Topeka & Santa Fe Railroad, for coöperage was won by the plaintiff, a verdict of \$3,076 having been awarded.

A suit has been filed at Fort Smith, Ark., against the Western Grain Company by the Mulberry Oil Company, for the recovery of \$691.25 damages for an alleged breach of contract, involving 600 tons of cottonseed hulls and 200 tons of cottonseed meal.

In the case of Monson Brothers, grain dealers at Windsor, Ill., versus S. L. Wallace and the Windsor Grain Company a favorable verdict was awarded the plaintiffs. The action was brought to collect a note signed by Wallace, president and general manager of the Windsor Grain Company.

The Cleveland Grain Company, of Cleveland, Ohio, recently attached two steamers at that place owned by the Capital Transportation Company and the Lakeside Steamship Company, alleging failure of the steamship companies to store grain according to the terms of an alleged agreement.

Alleging seed corn purchased from Robert Lawler, Clare, Iowa, failed to germinate, Edward Hart brought suit and was awarded \$250 damages in the district court at Fort Dodge, Iowa. It was held that Lawler's advertisement of tested seed corn was an indirect guarantee of the seed.

Magnus T. Carlson, a grain inspector in the employment of the state of Minnesota, has brought suit against the Superior Terminal Elevator Company, Superior, Wis., and the Soo Railroad, for \$20,000 damages, charging serious injuries sustained when struck by a falling car door.



# COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

## A NECESSITY

*Editor American Grain Trade:*—I consider your "American Grain Trade" an excellent paper, in fact, I could not do without it. Every issue is read as it comes to my desk. Thanking you for the past favors, I am

Yours truly,  
H. C. POLLOCK.

Middlepoint, Ohio.

## LIKES THE "GREEN JOURNAL"

*Editor American Grain Trade:*—Please note my check for subscription to your magazine which I consider very, very good and am very glad of the chance to subscribe.

Some of the best accounts that I have were gotten through it.

Yours very truly,  
ERNEST WHEELER.

Memphis, Tenn.

## REMODELING ILLINOIS ELEVATOR

*Editor American Grain Trade:*—We would like to notify you that S. Munson is remodeling his newly acquired elevator at Hindsboro, Ill. He is placing a new concrete sheller pit, a new drag chain sheller leg and will make a low dump to replace the high driveway which up to this time has done service. When completed he will have a first-class plant.

Yours truly,  
Kemp, Ill. MUNSON & MOSS.

## NEW YORK SEED LAW

*Editor American Grain Trade:* With reference to the New York Seed Law, I beg to advise, that:

Assembly Bill No. 678 Int. 660. An act to amend the agricultural law, in relation to inspection and sale of seeds; introduced by Mr. Tallett, has not only passed the legislature, but has the approval of the Governor, and is now a law.

The purport of the bill was to change the method of testing samples from "by count" to "by weight." In all other respects the law remains unchanged.

Yours truly,  
New York City. MARSHALL H. DURYEA.

## ACTIVITIES AT MILWAUKEE

*Editor American Grain Trade:*—H. D. Nordman, who is charged with having secured \$500.00 from a grain commission house of Chicago on fraudulent bill of lading, has attempted to pass some of those documents in Milwaukee. O. C. Owen & Co. report being advised of a shipment, and being informed by the agent to whom they wired that the bill of lading was a forgery. They have turned the matter over to the Chicago, Milwaukee & St. Paul Railway Co.

The annual report of the Milwaukee Chamber of Commerce for the fiscal year ended April 6th, 1914, has just been issued. I will send you, under separate cover, a copy, with my compliments.

Messrs. E. J. Furlong and Clark Fagg were in Washington April 27th to 29th in attendance at the hearing before the House Committee on Agriculture on the Lever Federal Supervision Bill.

Yours very truly,  
H. A. PLUMB,  
Secretary Chamber of Commerce.

Milwaukee, Wis.

## IMPORTANT HEARING IN ILLINOIS

*Editor American Grain Trade:*—It has been brought to the attention of this Commission, which has charge of the State Grain Inspection Department, that for the sixteen months from December 1, 1912, to March 31, 1914, the total expenditures for the Grain Inspection Department have exceeded its total revenue from all sources, by \$54,855.25. There seems to be no valid reason why this department of the state's business should not be self-supporting. In view of the fact that the inspection fee was reduced on December 1, 1912, from fifty cents to thirty-five cents per car, which reduction is no doubt the cause of the above deficit shown for this department, this Commission has under consideration the advisability of increasing the inspection fee of grain from thirty-five cents per car to fifty cents per car.

In order that the matter may be properly considered, and the views of all interests affected by the increase properly presented, this Commission

has set a hearing in the above matter in its Chicago office, on Wednesday, May 27th, at 10:00 a. m. This Commission is earnestly desirous of affording the grain interests of the state the most thorough and efficient inspection of grain possible. To that end, we shall be glad to receive any criticisms of the present grain inspection methods, and any suggestions that may be offered which will tend to greater efficiency. You are, therefore, requested to attend the above hearing.

Yours truly  
FRANK H. FUNK,  
Illinois Public Utilities Commissioner.

## WILL AMERICA REVERT TO RUSSIAN CONDITIONS?

*Editor American Grain Trade:*—I have been pleased to see some of your correspondents bring up the subject of future trading. To my mind it is one of the most important that the grain journals can exploit at the present time, for the subject will be brought again before Congress at an early date, and unless we are on the lookout for it an act of legislature may be consummated which will put the American grain trade back to the medieval conditions that prevail in Russia today.

Of course the physical conditions can never revert to the Russian type, but the trading conditions can, and in large measure will, if trading in futures is abolished. The conditions in Russia make a very apt comparison and of themselves are not without interest.

The country merchants transport the grain in carts, or barges where they are available, to the port of Odessa. The grain comes in in great bulk after the harvesting season, and as there are no elevators in which the grain can be held for better prices, it is purchased by the receiver, who holds it for a few days until he has made up a cargo or a parcel, and then loads it directly on to one of the waiting vessels for export.

Most of the receivers are unable to handle as much grain as would be required for an entire shipment, so that most of it goes out in parcels, of which a number, often of different kinds of grain, make up a cargo. These parcels are separated in the vessel by mats or canvas, for which there is a "mat charge" in addition to the carrying charges. The world's market price of wheat makes no difference to the Odessa trade, for the receivers take the same advantage of the country buyers as those gentry did of the peasants, the necessity of immediate sale being the chief consideration.

The grain that comes in by rail can be stored in the warehouses of the railroad, but of course these can only take care of a limited supply. There are a few floating elevators in the harbor, but the dock laborers have such complete control of the harbor that if there are not enough vessels loading or unloading to engage all the men, the elevators are not allowed to be used. A strike of the dock laborers of Odessa, and they occur on the slightest pretext, will effectually tie up every bit of shipping in the port and will greatly cripple the commerce of the entire Black Sea, as most of the vessels make Odessa a port of call, and none dares come to the city during a strike, as they might be detained for weeks.

Now perhaps it is drawing it a little strong to compare the American grain trade without future trading in the exchanges to the Russian trade as it is constituted at present, but nevertheless the comparison in the one respect, i. e., selling the grain, is obvious enough.

In spite of our elaborate system of storage elevators, unless the receiver or the member of an exchange could sell grain for future delivery there would be no market except as the milling or export demand made an opening, and the farmers and shippers would be nearly if not quite as much at the mercy of the receivers and exporters as the peasants and small merchants of Russia are.

Without the power to hedge their grain the large elevators would have no incentive for buying grain beyond the immediate consumptive demand, and grain prices would be demoralized beyond anything we have seen for many years. There is no question but that new legislation will be attempted within the next few months to stop future trading, and it behooves the trade to be on the alert and, when the time comes, to tell our congressmen what we think of it.

Yours truly,  
R. C. DAVIS.

# BARLEY AND MALT

The Wipona Malting Company, of Winona, Minn., recently consolidated with the Minnesota Malting Company.

The Manitowoc Malting Company of Manitowoc, Wis., recently filed an amendment increasing its capital stock from \$500,000 to \$750,000.

Since the death of Hunter Brooke, E. Eldred Penock has become the successor of the malt and grain firm at Philadelphia, Pa., under the firm name of Penock & Co.

The American Malt Corporation of New York City has elected F. A. Russ W. B. Franklin and Stephen N. Bond to succeed T. S. Olive, A. N. Parlin and C. A. Stadler as directors.

The Geneva Malting Company, of Geneva, N. Y., has elected the following officers: Louis J. Licht, president; P. H. Fuhrmann, vice-president; Arthur J. Hammond, secretary, and George F. Licht, treasurer.

Henry Russell Platt of the law firm of Mayer, Meyer, Austrian & Platt has purchased from the Consolidated Brewing and Malting Company the old malthouse and land at Canal and Eighteenth Streets, Chicago. The buildings will be remodeled for factory purposes.

The malthouse at Oswego, N. Y., formerly operated by Neidlinger & Co., has been purchased by Oscar J. Ruh, secretary and general manager of Albert Schwill & Co., Chicago maltsters, and the plant will be placed in immediate operation. The property will be improved and it is said that a 2,000,000-bushel house will be erected.

Washington barley is said to be growing in favor both locally and abroad. Large quantities are exported to foreign countries and there is a considerable demand for it in California and Oregon, while eastern brewers are said to be buying regularly from Washington farmers and brokers. The yield of barley in Washington for 1913 was 5,050,000 bushels and the receipts at Seattle and Tacoma for the year were 2,779,000 bushels; the receipts at Portland, Wash., 3,762,000 bushels. Seattle and

Tacoma exported 107,752 bushels to the foreign trade during the last half of the year; Portland, 1,501,097 bushels during the same period, all brewing barley. Seattle and Tacoma exported coastwise during the year above a half million bushels. Some of this was feed barley, but a great deal of it went to Oregon and California for brewing purposes.

The salvaged barley damaged in the fire which destroyed the plant of the M. H. Petit Malting Company at Kenoasha, Wis., is being handled for the insurance companies by the Donahue-Stratton Company, of Milwaukee, Wis. Much of 150,000 bushels in the elevators at the time of the fire will be sold for feed.

The New Jersey Board of Public Utilities Commissioners refused to approve a merger of the American Malting Company and the American Malt Corporation, New Jersey corporations, into a single corporation with a capital of \$15,000,000. According to the Board, the malting company is an operating company and the malting corporation is a holding company. This, the Commission holds, does not come within the definition of corporations doing a cognate business as required by the law.

The William Rahr & Sons Company, of Manitowoc, Wis., and Chicago, is planning to build a malting house and elevator at Minneapolis, Minn., costing about \$350,000. The company owns ground adjoining the Gould Elevator and the site is adjacent to Great Northern, Northern Pacific and Soo Line trackage. It is stated that the plant under consideration will have a capacity of 1,000,000 bushels. Adjoining the malt house proper there will be a small malt elevator. The plant of the Gould Elevator Company has storage capacity for 80,000 bushels and may be enlarged. M. Rahr is president of the Gould Elevator Company which handle the barley purchases in the Minneapolis market for the Manitowoc and Chicago plants of the William Rahr & Sons' Company. R. Rahr is secretary and treasurer. Frank J. Seidl, of the Minneapolis Chamber of Commerce, is manager of the Gould Elevator and barley buyer for the Rahr plants.



# TRANSPORTATION

The State Public Utilities Commission of Illinois has further suspended until July 1 the advances in rates on grain and grain products between Illinois points.

An investigation of rates on grain from Montana points to eastern and western terminals was begun before Interstate Commerce Commissioner Wood at Helena, Mont., last month.

The Farmers' Elevator Company, of Morris, Ill., has filed a complaint as to rates on grain with the Public Utilities Commission against the Fox & Illinois Union and the Chicago, Burlington & Quincy Railroad.

E. B. Boyd, manager of the Transportation Department of the Chicago Board of Trade, advises that effective April 22, 1914, the Minneapolis & St. Louis Railroad made changes in grain rates from stations in Minnesota.

The McCaull-Densmore Company, of Minneapolis, recently filed a complaint with the Interstate Commerce Commission against the Milwaukee and other roads, alleging overcharges on shipments of grain from points in Iowa to Kansas City.

A special examiner for the Interstate Commerce Commission has been hearing a complaint filed by the Kansas City Board of Trade against the Chicago, Milwaukee & St. Paul and other lines, involving grain rates to that city from Iowa points.

The New York Central has made a reduction in rates on Argentine corn. The rates went into effect on May 1 and included the Central, West Shore and Boston & Albany lines. It is expected that other New England lines will also institute similar changes.

With reference to the deduction for so-called natural shrinkage or invisible loss made by the carriers in the adjustment of claims for loss on wheat, flax seed, rye, oats and barley, carload, there is one-eighth of one per cent; corn, carload, one-fourth of one per cent. All western roads announce that effective May 15, 1914, they will discontinue the publication of such deduction. It is understood

that in the future each claim for loss will be handled on its merits.

The Interstate Commerce Commission recently held that an increase of 2½ cents per 100 pounds on wheat and grain products from points in Oklahoma to Memphis, Tenn., for beyond, was unjustified.

The Interstate Commerce Commission held that the proposed withdrawal of proportional rates on grain and grain products moving by way of the Illinois Central from St. Louis, Mo., and East St. Louis and Madison, Ill., to eastern trunk line territory was justified.

Effective May 19, the Wabash Railroad has canceled the restriction whereby the "proportional" rates to Chicago on shipments of grain from stations north of Bement, Ill., to Eastern Trunk Line Territory were subject to routing east of Chicago via the Wabash only.

Increases in the freight rates on wheat of five cents and on corn of four cents per 100 pounds proposed by the Wabash Railroad on shipments from Omaha and South Omaha, Neb., and Council Bluffs, Iowa, to points in Illinois for beyond, have been suspended by the Interstate Commerce Commission until August 23, pending investigation.

The Southern Pacific Milling Company, operating grain warehouses in the counties of Monterey, San Luis Obispo and Ventura, Cal., has filed an application with the Railroad Commission asking authority to charge a rate of 15 cents per ton for loading grain and grain products on cars from its warehouses and to raise its storage rates on hay.

The Chicago, Rock Island & Pacific Railroad has provided routing via the Chicago, Indiana & Southern, the Cleveland, Cincinnati, Chicago & St. Louis and the Mobile & Ohio and connections on shipment destined to Greenville, Miss., Gulfport, Miss., Mobile, Ala., New Orleans, La., and Vicksburg, Miss., in connection with rates on grain and grain products, effective May 29, from its stations in Iowa, Minnesota and South Dakota.

## CHANGES IN RATES

These changes in rates affecting grain and grain products are furnished to the "American Grain Trade" by the General Traffic Association, Inc., 715 Fourteenth Street, N. W., Washington, D. C. If any of our readers feel that the present rates or those which are about to become effective are unjust, excessive or discriminatory, this company has agreed to take care of such matters before the Interstate Commerce Commission, at only a nominal cost.

Since our last issue the following new tariffs have been filed with the Interstate Commerce Commission, naming rates on grain and grain products with the I. C. C. numbers, effective dates and rates in cents per 100 pounds. (A) denotes advances and (R) denotes reduction.

### Chicago, Burlington & Quincy

Supplement 46 to I. C. C. No. 9741, May 25. Wheat only from Kansas City, St. Joseph, Mo., Atchison, Leavenworth, Kan., Omaha, South Omaha, Neb., Nebraska City, Neb., and Council Bluffs, Iowa (when originating beyond), to Peoria, Ill., 10½ cents (R).

I. C. C. No. 11015, May 25. Flour, oil meal bran, shorts and middlings between St. Paul, Minneapolis and Minnesota Transfer, Minn., Columbia, Mo., 16 cents; Madison, Mo., 14 cents (R); Moberly, Mo., 14 cents; St. Charles, Mo., 14 cents; Jefferson City and Sedalia, Mo., 21.5 cents (southbound); also, between same points and St. Charles, Mo. (northbound), 16 cents.

I. C. C. No. 10995, May 1. From Atchison, Leavenworth, Kan., Council Bluffs, Iowa, Kansas City, St. Joseph, Mo., South Omaha and Omaha, Neb., Nebraska City, Neb., to Newport News and Norfolk, Va. (for export when originating beyond or when manufactured at points from grain seeds or other ingredients originating beyond), "Avena," buckwheat flour, cracked wheat, "Cream of Wheat," flour made from grain only, "Mother's Wheat Hearts," pearl barley, "Pillsbury's Best Cereal," "Postum Cereal," rolled wheat, "Wheatlet," 21 cents (R); bran, brewers' meal, malt, ground corn and articles taking same rates, 22 cents (R).

### Chicago, Milwaukee & St. Paul

I. C. C. No. B2864, effective May 24. Rolled wheat and flour, "Avena," buckwheat flour, pearl wheat

and barley, wheat flour, rye skimmings and sprouts, and articles taking same rates, 22 cents; "Algrain Food," sprouted barley, groats, oat and corn feed, hominy and millfeed, corn flour, grits, meal, barley, brewers', cob, corn, hominy starch, sprouts (malt and barley) and articles taking same rates, 21 cents (R); from Council Bluffs, Iowa, Omaha, South Omaha, Neb., Kansas City, St. Joseph, North Kansas City, Mo., Atchison and Leavenworth, Kan., 9 cents (when originating beyond or manufactured at said points from grain originating beyond), to Newport News and Norfolk, Va. (when for export).

I. C. C. No. B2774, May 10. Malt and malt sprouts from St. Paul, Minn., to Chicago, Peoria, 7.5 cents; East St. Louis, Ill., and St. Louis, Mo., 10.5 cents; from Duluth, Minn., to Chicago, Peoria, 7.5 cents; East St. Louis, Ill., 11.5 cents, and St. Louis, Mo., 12.5 cents. Flax seed from St. Paul, Minn., to Chicago, Peoria, 10 cents; East St. Louis, Ill., and St. Louis, Mo., 14 cents; from Duluth, Minn., to Chicago, Peoria, Ill., 10 cents; East St. Louis, Ill., 15 cents, and St. Louis, Mo., 16 cents.

Supplement 18 to I. C. C. No. B1355, May 1. Rye flour, corn flour, buckwheat flour, wheat flour, bran, shorts and middlings, from Arlington, S. D., to Washington, Iowa, 16.5 cents (R).

Supplement 28 to I. C. C. No. A9775, May 1. Flax or millet seed between Council Bluffs, Iowa, Omaha or South Omaha, Neb., and Alpha, Jackson, Lakefield, Okabena, Kinbrae, Chandler, Edgerton, Minn., and other Minnesota points, 21.5 cents.

Supplement 3 to I. C. C. No. B2453, May 1. Between East St. Louis, Alton, Quincy, Ill., Hannibal and St. Louis, Mo., and Crooks, Lyons, flax seed and millet seed, 24 cents; wheat, 19 cents, and corn, rye, oats and barley, 19 cents; Colton, S. D., flax and millet seed, 24 cents; wheat, 19.5 cents, and corn, rye, oats and barley, 10 cents.

### Grand Trunk

Supplement 11 to I. C. C. No. 1343, May 27. Corn from Montreal, Que., to Royalton, South Royalton, Sharon, West Hartford, Hartford and White River Junction, 12 cents (R); Montpelier, Barre, South Barre, Williamstown, Riverton, Northfield Falls,

Roxbury, East Gramville, Braintree, Randolph and Bethel, Vt., 11½ cents; Essex Junction, Williston, Richmond, Jonesville, Bolton, North Duxbury, Waterbury, Middlesex, Vt., 10½ cents; Milton, Colchester, Fort Ethan Allen, Winooski, Burlington, Essex Center and Jericho, Vt., 10½ cents (R); also to numerous other Vermont points.

I. C. C. No. 2051, May 18. From Port Huron, Mich., Collingwood, Depot Harbor, Goderich, Midland, Port Colborne and Tiffin, Ont., ex-lake to Alburgh Junction, Alburgh Springs and Swanton, Vt., wheat, 7½ cents; corn, 7 cents; barley, 6 cents, and oats, 4 cents per bushel.

I. C. C. No. 2054, cancelling 1595, May 26. Wheat, corn and oats from Midland and Tiffin, Ont., to be milled at Peterboro, or Lindsay, Ont., and product reshipped within one year from date of delivery at milling points to Boston, Mass., and rate points, 14½ cents.

I. C. C. No. 2048, May 9. Ex-lake grain from Collingwood, Depot Harbor, Goderich, Kingston, Midland, Port Colborne and Tiffin, Ont., and Port Huron, Mich., to Portland, Maine (applicable only on traffic, consigned through to British and foreign countries), wheat and flax, 5 cents; rye, 4.75 cents; corn and barley, 4.5 cents, and oats, 3.45 cents per bushel (R).

A. D. Hall, Agent for Alabama & Vicksburg, Missouri Pacific, Iron Mountain and Illinois Central

I. C. C. No. A48, May 28. Corn, barley, oats and rye, 10½ cents, and wheat, 11½ cents from St. Louis, Mo., and East St. Louis, Ill., to Mobile, Ala., New Orleans and Port Chalmette, La. (shipside for export to all foreign countries other than Europe, Asia and Africa, including peninsular possessions of the U. S. and Canal Zone of Panama), corn and oats, 20½ cents; wheat, 21½ cents from St. Louis, Mo., and East St. Louis, Ill., to Key West, Fla. (shipside for export), to Havana, Cuba.

### Illinois Southern.

I. C. C. No. 623, May 25. Bran, corn, cornmeal (R), flour, middlings and millstuffs from Centralia, Chester, Salem, Sparta, Menard and other Illinois points to Derby (R), Bismarck, Elvins, Esther, Flat River, New Offenburg, Ogburn, 6 cents; St. Genevieve, 5 cents; Sprott, Zell and Weingarten, Mo., 6 cents.

### Missouri, Kansas & Texas

Supplement 9 to I. C. C. No. A3313, May 24. To Galveston and Texas City, Texas (for export), from North Jefferson, Mo., wheat, 23½ cents; corn, 21½ cents (A); Easley, Mo., wheat, 23½ cents; corn, 21½ cents; Calera, Okla., wheat, 19 cents; corn, 17 cents; Jefferson City, Mo., wheat, 23½ cents; corn, 21½ cents (R).

I. C. C. No. A3954, Railroad No. 5972, May 25. Flour and articles taking same rates from Kansas City, Mo. (when originating west thereof and south of the southern state line of Nebraska) to Norfolk, Va. (when for export), and Newport News, Va. (when for export), 22 cents; cornmeal and articles taking same rates from and to same points, 21 cents.

Supplement 2 to I. C. C. No. A3874, May 20. From Kansas City, Mo., to Bokoshe, Sparks, Warwick, Weleetka, Wellston, El Reno and Navina, Okla., wheat and articles taking same rate, 17½ cents; corn and articles taking same rate, 16 cents (R).

Supplement 3 to I. C. C. No. A3913, May 10. Proportional rates from Atchison, Leavenworth, Kan., Kansas City and St. Joseph, Mo., to Fort Smith, Ark., wheat, 14 cents; corn, 12 cents; flaxseed, 16 cents; millet seed, 16 cents; nemp seed, 19 cents (R).

### Minneapolis & St. Louis

Supplement 1 to I. C. C. No. B134, May 26. Flour (manufactured from grain originating beyond), from Chicago, Ill., to Minneapolis, Minnesota Transfer and St. Paul, Minn., 10 cents (R). Wheat (except buckwheat), 14 cents, and barley, corn, oats and rye, 11.5 cents (R); from Minneapolis, Minnesota Transfer and St. Paul, Minn. (originating beyond), to Champaign, Ill.

### Missouri Pacific

Supplement 16 to I. C. C. No. A2311, April 28. Flax seed, flax seed screenings from St. Paul, Minneapolis and Minnesota Transfer, Minn., to Fredonia, Kan., 20.5 cents (A).

I. C. C. No. A2517, May 20. Malt from Sioux Falls, S. D., to Atchison, Leavenworth, Kan., St. Joseph and Kansas City, Mo., 17½ cents (R). Brewers' grits, meal from Minneapolis, Minnesota Transfer, and St. Paul, Minn., to Nebraska City, Neb., St. Joseph, Kansas City, Mo., Atchison and Leavenworth, Kan., 11 cents (R).

Supplement 6 to I. C. C. No. A2384, May 26. To McNeil, Ark., from St. Louis, Carondelet, Mo., East St. Louis, and Du Po, Ill., flour, 25 cents; wheat, 24 cents; corn meal, 23 cents; corn, 21 cents; from Cairo, Thebes and Gale, Ill., flour, 23 cents; wheat, 22 cents; corn meal, 21 cents, and corn, 19 cents; from Memphis, Tenn., flour, 23 cents; wheat, 22 cents; corn meal, 21 cents; corn, 19 cents.

I. C. C. No. A2517, May 20. Wheat chops, corn flakes, corn germ and corn meal, gluten feed, malt, oat dust, oat groats, oat hulls and meal, pearl bar-



ley, shorts and articles taking same rates, from Minneapolis, Minnesota Transfer and St. Paul, Minn., to Nebraska City, Neb., St. Joseph, Kansas City, Mo., Atchison and Leavenworth Kan., 11 cents (R). Corn products (except rye, barley and oats) from Nebraska City, Neb., St. Joseph, Kansas City, Mo., Atchison and Leavenworth, Kan., to Sioux Falls, S. D., 16 cents (R). Oat clips, oat dust, oat flakes, oat groats, oat hulls meal and rolled oats from Sioux Falls, S. D., to St. Joseph, Kansas City, Mo., Atchison and Leavenworth, Kan., 17½ cents (R).

I. C. C. No. A2515, May 8. Flour and articles taking same rates from Kansas City, St. Joseph, Mo., Atchison, Leavenworth, Kan., Nebraska City, Omaha, South Omaha, Neb., Council Bluffs, Iowa, 22 cents (R); corn meal and articles taking same rates, 21 cents (R), to Newport News, Norfolk, Va. (for export).

Supplement 12 to I. C. C. No. A2086, May 30. Wheat from Kansas City, Mo., to Anna, Carbondale, Coulterville, DuQuoin, Freeburg, Marissa, New Athens and Pinckneyville, Ill., 13 cents (R).

Supplement 14 to I. C. C. No. A2311, May 6. Between Kansas City, Independence, Mo., Leavenworth, Atchison, Kan., St. Joseph, Nebraska City, Plattsmouth, Omaha, South Omaha, Neb., Council Bluffs, Iowa, Lincoln, Crete, Neb., St. Louis, Carondelet, Mo., and points basing thereon and Iuka, Kan. (R), wheat, 22.25 cents; corn, 20 cents; linseed meal, 20 cents; flax seed and millet seed, 25 cents.

Supplement 23 to I. C. C. No. A2058, May 6. From Iuka, Kan., to Little Rock, Ark., and points basing thereon, flour and wheat, 25½ cents; corn meal and corn, 20½ cents; flax seed, 34 cents, and hemp seed, 37 cents; to Fort Smith and Van Buren, Ark., and points basing thereon, wheat and flour, 21½ cents; corn meal and corn, 17½ cents; flax seed, 32 cents; hemp seed, 35 cents; to Texarkana, Ark., flour and wheat, 33½ cents; corn meal and corn, 30 cents; flax seed, 36 cents, and hemp seed, 39 cents (R).

#### Chicago, Rock Island & Pacific

Supplement 10 to I. C. C. No. C9455, May 24. Brewers' dried grain and articles taking same rates (for export) from Joliet, Ill., to Baltimore, Md., 13 cents; Boston, Mass., 16 cents; Morris, Ill., Pekin, Peoria, Ill., to Baltimore, Md., 14½ cents; Boston, Mass., 17½ cents; Rock Island, Clinton, Davenport, Iowa, to Baltimore, Md. (for export), 16½ cents; Boston, Mass., 19½ cents; corn oil cake and articles taking same rates from Joliet, Ill., to Baltimore, Md., 12 cents; Boston, Mass., 15 cents; Pekin, Peoria, Morris Rock to Baltimore, Md., 13½ cents; Boston, Mass., 16½ cents; from Clinton, Davenport, Iowa, Rock Island, Ill., to Baltimore, Md., 15½ cents; Boston, Mass., 18½ cents.

Supplement 87 to I. C. C. No. C6948, May 24. Between Iuka, Kan., and Chicago, Ill., wheat, 25¼ cents; corn, 23 cents; linseed cake, 23 cents; St. Paul, Minn., wheat, 25¼ cents; flour, 27¼ cents; corn, 23 cents; linseed cake, 23 cents; Peoria, Ill., wheat, 23¼ cents; corn, 21½ cents; linseed cake, 21½ cents; Mississippi River points, wheat, 22¼ cents; corn, 20 cents; linseed cake, 20 cents.

Supplement 23 to I. C. C. No. C9387, May 23. Between Wichita, Kan., and Ralph, Okla., wheat, 20¼ cents; corn, 17¼ cents; alfalfa feed, 17¼ cents; linseed cake, 17¼ cents; flax seed, 23¼ cents; hemp seed, 23¼ cents; Stafford, Okla., wheat, 20¼ cents; corn, 18¼ cents; alfalfa feed, 18¼ cents; linseed cake, 18¼ cents; flax seed, 23¼ cents; hemp seed, 25¼ cents; Butler, Okla., wheat, 21½ cents; corn, 19¼ cents; alfalfa feed, 19¼ cents; linseed cake, 19¼ cents; flax seed, 27¼ cents; hemp seed, 27¼ cents.

#### Minneapolis, St. Paul & Sault Ste. Marie

I. C. C. No. 3459, May 20. Flour, bran, shorts, middlings, grain screenings, corn meal, oat meal, and rolled oats from Minot, Valley City (R), and Lidgerwood, N. D., to Butte, Mont., 50 cents.

I. C. C. No. 3454, May 10. From Minneapolis, St. Paul, Minnesota Transfer, Duluth, Minn., and Superior, Wis. (originating beyond), to Allegheny, Pa., flax seed, 22 cents; wheat and buckwheat, 20 cents; Louisville, Ky., flax seed, 19 cents; wheat and buckwheat, 18 cents; (when destined Cairo and Southeastern territory, 16 cents); coarse grain, 15½ cents (when destined Cairo and Southeastern territory, 13½ cents); to Toledo, Ohio, flax seed, 17½ cents; Cairo, Ill., and Cincinnati, Ohio, flax seed, 18 cents; wheat and buckwheat, 17 cents (when destined Cairo and Southeastern territory, 15 cents); coarse grain, 14½ cents (when destined Cairo and Southeastern territory, 12½ cents).

Supplement 18 to I. C. C. No. 2826, May 1. Flour, grain products and grain in packages or sacks from Minneapolis, St. Paul, Minnesota Transfer, Minn., St. Croix Falls, Wis., and other points to Detroit, Mich., 16½ cents.

I. C. C. No. 3446, May 4. Barley, corn rye, oats, wheat, between Minneapolis, St. Paul, Minnesota Transfer, Duluth, Minn., or Superior, Wis., and Deapolis and Sager, N. D., Stanton, N. D., 17 cents; flax seed and millet seed between same points, 18 cents; Expedition, N. D., barley, corn, oats, rye and wheat, 18 cents; flax seed and millet seed 19 cents; Ree, N. D., barley, corn, oats, rye and wheat, 19 cents;

flax seed and millet seed, 20 cents; Crows Heart, N. D., barley, corn, oats, rye and wheat, 20 cents; flax seed and millet seed, 21 cents.

#### St. Louis & San Francisco.

I. C. C. No. 6699, May 25. Between Springfield, Langston, Galloway, Manning and Gates, Mo., and St. Louis, Carondelet, Mo., East St. Louis, Ill., and rate points, wheat, 15½ cents; corn, 13½ cents; linseed meal, 13½ cents; flax seed, millet seed, 15½ cents; hemp seed, 18½ cents; Chicago, Ill., and rate points, wheat, 18½ cents; corn and linseed meal, 16½ cents; flax seed, 20½ cents; millet seed, 20½ cents; hemp seed, 23½ cents.

#### Vandalia

Supplement 4 to I. C. C. No. 2647, May 20. Grain and grain products from Toledo, Ohio, to Grand Rapids, Mich., 8 cents.

#### Illinois Central

Supplement 13 to I. C. C. No. A7786, May 18. From Council Bluffs, Iowa, Omaha and South Omaha, Neb., to Bloomington, Ill., wheat, 12 cents; flour, 10.5 cents; barley, corn, oats, and rye, 11 cents; grain products, 9.5 cents.

Supplement 9 to I. C. C. No. A7490, May 1. From Minneapolis, Minnesota Transfer, St. Paul and Red Wing, Minn., to Dubuque, Julien, Epworth, Farley, Masonville, Independence, Iowa, and other Iowa points, flour and articles taking same rates, 12.5 cents (A) (on shipments originating beyond Minneapolis, Minnesota Transfer and St. Paul) rate will be 10 cents; corn meal and articles taking same rates, 10 cents; malt and oil cake and oil meal, 10 cents (rates from Red Wing apply on oil cake and oil meal only).

#### Wabash

I. C. C. No. 3611, May 16. Between Pony Creek, Baurkemper, Keeline, Nusser, Saar and Treynor, Iowa, and Kansas City, Mo. (S. B.), flax seed, 17.5 cents; wheat, 12.75 cents, and corn, rye, oats and barley, 11.75 cents (R).

I. C. C. No. 3602, May 1. Grain products from East St. Louis, St. Louis, Mo. (when from beyond), to Minneapolis, Minnesota Transfer, St. Paul, Minn., 14 cents; from Danville, Ill., to Minneapolis, Minnesota Transfer, St. Paul, Minn., 15 cents; flour from Hannibal, Mo., Keokuk, Iowa, Pittsfield, Quincy, Ill., to La Crosse, Wis., 14¼ cents; Winona, Minn., 14¼ cents; from Edwardsville, Ill., 16 cents; Hannibal, Mo., Keokuk, Iowa, Pittsfield and Quincy, Ill., 14¼ cents; to Minneapolis, Minnesota Transfer, St. Paul, Minn.

I. C. C. No. 3592, May 1. Between Des Moines, Highland Park, Flint Junction, Urbandale, Iowa, and Chicago, Ill., flax seed, 18½ cents; wheat and flour, 13.9 cents; corn, rye, oats and barley, 12.5 cents; between same points and St. Louis, Mo., flax seed, 13.5 cents; wheat and flour, 10.9 cents; corn, rye, oats and barley, 9.5 cents; between same and Kansas City, Mo., flax seed, 14 cents; wheat and flour, 11 cents; corn, rye, oats and barley, 10 cents.

Supplement 29 to I. C. C. No. 1079, May 2. Wheat, buckwheat, corn, rye, oats, barley, speltz, Kaffir corn, grain screenings, milo maize, between Chicago, Ill., common points and East St. Louis and common points, 7 cents; and common points St. Louis, Mo., 7 cents.

#### W. H. Hosmer, Agent for Western Trunk Line Committee

Supplement 13 to I. C. C. No. A201, June 1. Oats and barley from St. Paul, Minneapolis, Minnesota Transfer, Duluth, Pullman Avenue, Minn., Itasca, Superior, Wis., and Washburn, Wis. (on shipments originating north or west thereof), to Albany, N. Y., 22 cents; Baltimore, Md., 19½ cents; Quebec, 29½ cents; Montreal, Que., 24½ cents; New York, N. Y., 22½ cents; Norfolk, Va., 19½ cents.

Supplement 17 to I. C. C. No. A277, May 1. Grain screenings from Duluth, Minn., Itasca, La Crosse, Wis., Minneapolis, Minnesota Transfer, St. Paul, Minn., Superior, Washburn, Wis., and Winona, Minn., to Cincinnati, Ohio, Jeffersonville and New Albany, Ind., 14½ cents; to Louisville, Ky., 15½ cents (R), and Owensboro, Ky., 15½ cents.

#### Great Northern

I. C. C. No. A3829, May 15. Flour from Great Falls, Mont., to Wallace and Burke, Idaho, 28.5 cents (R).

Supplement 19 to I. C. C. No. A3485, May 5. Cereal products from Spokane, Wash., to Nelson, B. C., Rossland, B. C., Grand Forks, Granby Smelter, 22½ cents; Boundary, Wash., 21¼ cents; Rideau, B. C., and Laurier, Wash., 22 cents; Phoenix, B. C., 30 cents; Danville, Wash., 23 cents; Hurlburt, Wash., 25 cents; Curlew, Republic, Paxson, Wash., Midway, B. C., 25 cents; Molson, Wash., 27½ cents; Circle, Wash., 30 cents; Oroville, Wash., 32½ cents; Nighthawk, Wash., 37½ cents; Keremeos, B. C., 43 cents; Princeton, B. C., 47 cents; Coalmont, B. C., 49 cents.

#### Chicago Great Western

I. C. C. No. 4923, June 1. Flax seed between Mason City, Iowa, and Austin, 9 cents; and Taopi, Minn., 11 cents; flax seed and wheat and articles taking same rates from Dubuque, Iowa, to Lyle, Minn., 10.15 cents; from Gilmore, Hamilton's Siding, Sugar Load, Winona and Woodlawn, Minn., to David, Little Cedar, McIntire and Osage, Minn., 9

cents; corn and articles taking same rates from and to same points, 9 cents; from Dubuque, Iowa, to Lyle, Minn., 8.45 cents; flour and articles taking same rates, 11.5 cents; corn and articles taking same rates, 10 cents; from Fort Dodge, Mineral City and Gypsum, Iowa, to Albert Lea, Hayward, Oakland and Ramsey, Minn.

I. C. C. No. 4921, May 5. From St. Joseph, Mo., Leavenworth, Kansas City, Kan., Kansas City, Mo., Council Bluffs, Iowa, Omaha and South Omaha, Neb. (originating beyond or products of shipments originating beyond), to Newport News and Norfolk, Va. (when for export), pearl wheat, rolled wheat, shipstuff, flour made from grain only, cracked wheat and articles taking same rates, 22 cents; corn meal, cob meal, hominy meal, oat meal, middlings, mill feed, starch, malt sprouts, barley meal, brewers' meal, bran, cracked corn and articles taking same rates, 21 cents (R).

#### Chicago & Alton

I. C. C. No. A672, May 18. Corn meal, hominy, groats, oat meal, rolled oats, pearl hominy, from Lockport, Ill., to Kansas City, Mo. (destined points to which no through rates are in effect), 11 cents (R).

I. C. C. No. A673, May 26. Flour from Louisiana, Mo., to Milwaukee, Wis., 12 cents; grain and products from Springfield and Wenona, Ill., to Milwaukee, Racine, Wis., North Chicago and Waukegan, Ill., 10 cents.

Supplement 1 to I. C. C. No. A662, May 12. Between Louisiana, Mo., and Chicago, Ill. Group, flax seed, 12½ cents; wheat and corn, 9 cents; Peoria, Ill. Group flax seed, 11½ cents; wheat and corn, 7 cents; St. Louis, Mo. Group flax seed, 9½ cents; wheat and corn, 8 cents (rates on wheat and corn to or from Drake, East Louisiana, Grand Pass, Hillview, Nebo, Pearl, Pleasant Hill or Straut, Ill., will be 7 cents) (R).

I. C. C. No. A668, May 4. Grain products from Atchison, Elwood, Kan., Kansas City, St. Joseph, Mo., Leavenworth, Kan. (when originating beyond or when manufactured at points named above from grain originating beyond), to Newport News, Norfolk, Pinners Point, Va. (for export), flour and articles taking same rates, 22 cents; corn meal and articles taking same rates, 21 cents (R).

#### Buffalo & Susquehanna

Supplement 3 to I. C. C. No. 714, May 15. From ex-lake Buffalo and Blaisdell, N. Y., to Brunswick rate points, 8 cents; corn, 7½ cents; rye, 7¼ cents; barley, 6½ cents; oats, 4½ cents, and flax seed, 8 cents per bushel (A).

#### Chicago, St. Paul, Minneapolis & Omaha

Supplement 23 to I. C. C. No. 3782, May 24. Between Chicago, Ill., Milwaukee or Manitowoc, and Rock Rapids, Lakewood and Doon, Iowa, flax seed, 21 cents; wheat, 18 cents; coarse grain, 17 cents (R).

Supplement 22 to I. C. C. No. 3782, May 10. Between Creeks, S. D., and Sioux City, Iowa, flax seed, 11.5 cents; wheat, 14 cents, and coarse grain, 13 cents; Omaha, Neb., flax seed, 21.5 cents; wheat, 13.5 cents, and coarse grain, 13 cents; between Lyons, S. D., and Sioux City, Iowa, flax seed, 12 cents; wheat, 14 cents, and coarse grain, 13 cents; Omaha, Neb., flax seed, 21.5 cents; wheat, 13.5 cents, and coarse grain, 13 cents.

#### Canadian Pacific

I. C. C. No. E1689, May 8. From Port McNicoll, Ont. (ex-lake), to Boston, Mass. (for export), wheat, 5.5 cents; barley, 4.75 cents, and oats, 3.7 cents per bushel (R).

#### Chicago & Northwestern

I. C. C. No. 7548, May 10. From Cedar Rapids, Iowa, to Ashland, Wis., and Duluth, Minn., grain products taking wheat, corn, rye, oats or barley rates, 17.5 cents; Eau Claire and Chippewa Falls, Wis., grain products taking wheat, corn, rye, oats or barley rates, 15.5 cents; wheat, barley, corn, oil meal, flour, malt (applies only when originating beyond or manufactured from grain originating beyond) 10 cents (will not apply on grain screenings, or flaxseed screenings; applies only on shipments originating beyond or milled or separated from seeds originating beyond), 12.5 cents; from Chicago, Coster, East Joliet, Joliet and Waukegan, Ill., to Winona, Minn.

#### Chicago & Eastern Illinois

I. C. C. No. 2753, May 15. Grain and products to Milwaukee, Racine, Wis., and Waukegan, Ill., from Chicago Heights, Steger, Crete, Goodenow, Beecher, Sollitt, Grant Park and Mokena, Ill., 8 cents (A); Stockland, Dawson Park, Freeland Park, Ind., 8.5 cents (A); Hickman and Goodwine, Ill., 9 cents (A); Claytonville, Cissna Park, Ill., 10 cents (A); Granite City, Madison, East St. Louis, Ill., St. Louis, Mo., 12 cents (A); Tallmadge, Hopkins Park, Ill., 8.5 cents (A).

#### Illinois Traction System

Supplement 1 to I. C. C. No. 188, May 18. Grain to Chicago, Ill., from Carlinville, Nilwood, Green Ridge, Ill., Girard and Virden, Ill., 7½ cents (A).

#### Kansas City Southern

Supplement 1 to I. C. C. No. 3289, May 14. From Atchison, Elwood, Kan., Kansas City, Kan.-Mo., Leavenworth, Kan., St. Joseph, Mo., Pittsburg, Kan., and other points to Guthrie, Okla., wheat and arti-



cles taking same rate, 16½ cents; corn and articles taking same rates, 15½ cents.

## Missouri, Oklahoma & Gulf

Supplement 5 to I. C. C. No. 59, May 12. From Joplin, Mo., (originating beyond) to Bernide, Cleora (R), Copeland (R), wheat and articles taking same rates, 7 cents; corn and articles taking same rates, 6 cents; Salina, Okla., wheat and articles taking same rates, 8 cents; corn and articles taking same rates, 7 cents.

## Oregon-Washington Railroad & Navigation Company

I. C. C. No. 294, May 15. Flour from Canemah, Albany, Ore., and points between Victoria, B. C., 30 cents.

## Atchison, Topeka & Santa Fe

Supplement 13 to I. C. C. No. 5982, May 22. Between Kansas City, Mo., and Lexington Junction, Mo., Vibbard, Rayville, Swanwick, Richmond, Mo.,

wheat, 7 cents; corn and rye, 6 cents; Gower, Mo., wheat, 8 cents; corn and rye, 6 cents.

I. C. C. No. 6761, Railroad No. 9960-F, May 10. "Algrain Food," barley sprouted, bran, corn, ground, cracked, etc., "Farina," and articles taking same rates, from Atchison, Kan., Kansas City, St. Joseph, Mo., Leavenworth, Kan., to Newport News and Norfolk, Va., (for export), 22 cents; wheat and articles taking same rates between same points, 21 cents.

## Western Pacific

Supplement 1 to I. C. C. No. 97, May 13. Grain and articles taking same rates from San Francisco, Oakland, Stockton, Sacramento, Marysville, Cal., and other points to Boca, Cal., 25 cents (R).

## Northern Pacific

Supplement 7 to I. C. C. No. 5432, May 1. Flour from Oakes, N. D., to Chicago, Ill., 22 cents.

I. C. C. No. 5566, effective April 30. Flour, bran, shorts and middlings to Walsenburg, Colo., from Dickinson and Mandan, N. D., 54 cents.

# ASSOCIATIONS

## THE CONVENTION CALENDAR

May 19 and 20—Oklahoma Grain Dealers' Association at Oklahoma City, Okla.

May 21 and 22—Texas Grain Dealers' Association at Fort Worth, Texas.

May 22 and 23—American Feed Manufacturers' Association at the Auditorium Hotel, Chicago, Ill.

May 26 to 28—Kansas Grain Dealers' Association at Kansas City.

June 2 and 3—Illinois Grain Dealers' Association at Cairo, Ill.

June 15 and 16—Summer meeting of Council of Grain Exchanges at Buffalo, N. Y.

June 17 and 18—Ohio Grain Dealers' Association, Cedar Point, Ohio.

June 23 to 25—American Seed Trade Association at Washington, D. C.

June 24 and 25—Indiana Grain Dealers' Association at Indianapolis, Ind.

July 14 to 16—National Hay Association at Cedar Point, Ohio.

October 12 to 14—Grain Dealers' National Association at Kansas City, Mo.

## CO-OP. MANAGERS MEET AT SIOUX FALLS

On May 7-8 the National Association of Managers of Farmers' Co-operative Companies met in the third annual convention at Sioux Falls, Iowa. The meetings began at an early hour on Thursday morning. President Jesse Simpson, of Danvers, Ill., opened the session with a brief address which was followed by the address of welcome by Mayor Smith of Sioux Falls. Then came the report of the secretary, I. S. Henjum, including a discussion of co-operative management and operation.

This address struck the key-note of the entire session, most of the time being taken up with practical questions of organization and systematizing the work.

On Thursday evening the Commercial Club of the city entertained the delegates at a luncheon and smoker which was greatly enjoyed. The sessions of the following day were largely taken up with reports of committees and routine business. The meeting was one of the most enjoyable and profitable ever held by the Association.

## KANSAS GRAIN DEALERS IN CONVENTION

On May 26-28, the Kansas Grain Dealers' Association will meet at the Coates House, Kansas City, for the seventeenth annual convention. The program, so far as it has been completed, is as follows:

Tuesday, May 26, 1914, Board of Directors will meet at 10 o'clock in president's room.

First Session—Tuesday, 2:30 p. m.—"Address of Welcome," A. L. Ernst, president Kansas City Board of Trade, Kansas City, Mo.; "Response," A. H. Bennett, president Kansas Grain Dealers' Association, Topeka, Kan.; Secretary's Annual Report; "Government Grades of Corn," Dr. J. W. T. Duvel, Washington, D. C.; General Discussion; Appointment of Committees; Adjournment.

Second Session—Tuesday evening, 8 p. m.—"Kansas Grain Inspection," George B. Ross, Chief Grain Inspector, Topeka, Kan.; "Some of the Troubles of a Grain Inspector," A. R. Ware, Chief Grain Inspector, Kansas City, Mo.; General Discussion; Adjournment.

Third Session—Wednesday, 2 p. m.—"Kansas Feeding Stuffs Law; Its Merits and Defects," Prof. L. A. Fitz, Kansas State Agricultural College, Manhattan, Kan.; "Is the Law Enacted by the Kansas Legislature Requiring That Chop Made From Grain in Stock, and Offered for Sale, Requiring a Fee of

\$10.00 for Each Kind of Chop Manufactured, Necessary?" James Robinson, Potter, Kan.; "Car Spotting and Transportation," H. G. Wilson, Transportation Commissioner, Kansas City, Mo.; "Delayed Re-inspection of Grain at Terminal Markets, Viewed From a Country Grain Dealers' Standpoint," F. A. Derby, Topeka, Kan.; "Delayed Re-inspection of Grain at Terminal Markets, Viewed From a Commission Man's Standpoint," Edward M. Kelly, Wichita, Kan.; General Discussion; Adjournment.

Fourth Session—Thursday, 2:30 p. m.—Secretary's Financial Report; Scale Inspector's Report; Report of Auditing Committee; Report of Arbitration Committee; Report of Resolutions Committee; New Business; Election of Officers; Adjournment.

## OHIO GRAIN DEALERS TO CEDAR POINT

Secretary McCord of the Ohio Grain Dealers' Association only has to mention the time and place of the thirty-fifth annual meeting and he will be assured of a full attendance.

Cedar Point, Tuesday and Wednesday, June 17 and 18.

To some dealers this will bring a vision of a meeting at which vital subjects will be discussed and grain men will have an opportunity of learning just how the trade stands in all matters effected by national legislation, transportation problems, terminal market differences, and mutual co-operation. To others the vision will be of meetings of old friends and new, a gathering of the wives and daughters of the trade and attendant social features. Others still will think of the unsurpassed bathing beach with its thousands of swimmers, fair and otherwise, the cool billiard rooms and bowling alleys and the many other attractions of the place.

The vision of all will be correct. These and much more will be in store for the happy Ohio grain dealer who seizes this excellent opportunity to combine business and pleasure. It is expected that the meeting will be a big one, and the wise member will reserve his room well in advance.

## NATIONAL HAY ASSOCIATION CONVENTION

Cedar Point, Ohio, will be the Mecca for all hay men this summer. Of the convention Secretary J. Vining Taylor writes as follows:

"As the days grow warmer and summer approaches, each of us naturally thinks somewhat of our summer vacation. The majority of our members are so busy that they do not find it convenient to attend the convention and take a vacation separately. With this in view, the directors and officers of the National Hay Association have selected one of the finest meeting places in the country—Cedar Point, Ohio, situated on Lake Erie, having one of the finest inland bathing beaches in the world, a hotel (The Breakers) that can accommodate almost any size crowd and do it comfortably, so that our members can combine business and pleasure by attending this meeting. The time has been set for July 14, 15 and 16, which, we think, will meet as nearly as possible the pleasure of the majority of our people. If you have not already done so, you had best address a letter at once to Mr. Jas. A. Ryan, manager, Cedar Point Resort Company, Sandusky, Ohio, asking him to reserve a room for you at this convention. The Breakers Hotel has a limited number of rooms with bath, so first come, first served, for these choice rooms. We have succeeded in making a contract with the management of the Resort Company, for the members of the National Hay Association and their friends, as follows: Special rate of \$1.00 per day

per person, two in a room, or \$1.50 per day, single. Room with bath, 50 cents extra per person per day. I am sure that those reading this article will agree with the writer that the rate is a very unusual one.

"If you have never been to Cedar Point, you have missed a rare treat and there is something in store for you. If you have been there, you are in position to appreciate more fully what Cedar Point means.

"President McMillen is now working on his program which, I am sure, will be one of the most interesting ever gotten up. We are in hopes of having such men as Prof. Holden, Senator Pomerene, Governor Cox, and others of like importance and character. It is the purpose of the administration to have open sessions for the discussion of any topics that may be of vital interest to both the shipper and receiver, giving the delegates all the opportunity desired to present their views on different matters. It is our desire that this convention be the most successful in the history of the organization and it undoubtedly will be.

"We are working at this time on what we term the Honorary 1,000 Membership. As this article goes to press, we are pleased to inform those in the trade that we have nearly the 1,000 mark already and hope those interested in Association affairs will rally to the cause and send in an application immediately."

## GRAIN TRADE PATENTS

Issued on April 14, 1914

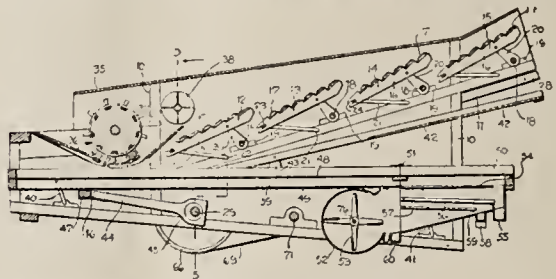
Automatic Conveyor or Feeding Apparatus.—Amandus Bartels and Otto Miech, Harburg-on-the-Elbe, Germany. Filed April 23, 1913. No. 1,093,523.

Issued on April 21, 1914

Seed-Corn Hanger.—George M. Hurff, Peoria, Ill., assignor to Wallace D. Glidden, Kewanee, Ill. Filed October 2, 1913. No. 1,093,856.

Grain-Separator.—Herman Hofmann, Fontanelle, Iowa. Filed April 1, 1913. No. 1,093,853. See cut.

Claim.—In a grain separator, the combination with a main frame, a plurality of transverse shafts mounted for oscillation thereon, and crank arms carried on said shafts; of a plurality of shakers consisting of side bars and a plurality of transverse bars, the side bars of said



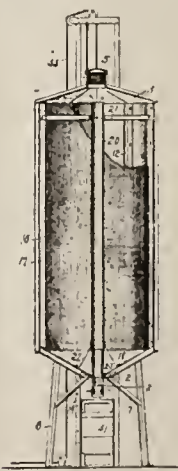
shakers being pivotally connected adjacent one of their ends to the outer ends of said crank arms, the opposite ends of the side bars of said shakers being slotted to provide bearings therein, U-shaped rock frames having the arms thereon pivotally mounted on said main frame in planes adjacent the transverse shafts and the base portions thereof loosely received in the bearings at the outer ends of the side bars of said shakers, said rock frames being of a length greater than the length of the crank arms, said crank arms and rock frames being arranged on the main frame in stepped relation thereon, and means to oscillate said transverse shafts whereby to actuate said shakers.

Issued on April 28, 1914

Conveyor.—Albert Wilford, Baltimore, Md. Filed February 13, 1913. No. 1,094,508.

Grain Cleaning, Drying and Storing Apparatus.—Robert Diamond Mayo and Robert David Mayo, Lakewood, Ohio. Filed June 27, 1913. No. 1,094,452. See cut.

Claim.—In an apparatus of the class described, a shell of impermeable material forming a tank-like chamber, a perforate lining disposed within said chamber in spaced relation to its wall and having a bottom portion



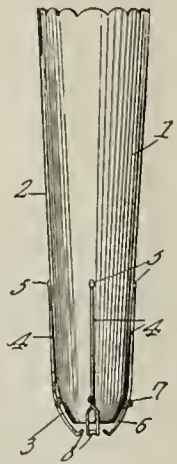
for directing matter to its center, a pipe having one end in valve controlled communication with the lower interior portion of the chamber formed by the lining and having its other end in communication with the upper portion of such chamber to permit matter to flow into the pipe from the lower portion of said chamber,



and means for creating a draft upward through said pipe.

**Grain-Segregator.**—James Y. Field, Mound City, Mo. Filed June 23, 1913. No. 1,094,646. See cut.

**Claim.**—A grain segregator comprising a receptacle having an opening at one end, and resilient arms secured to the receptacle, the arms terminating in angular fingers protruding within extended contour of the opening, each arm having a shoulder inter-



mediate its ends, the shoulder engaging the receptacle to space the lower end of the arm from the side wall of the receptacle, thereby preventing loosened parts of the kernel from being bound between the lower end of the arm and the wall of the receptacle.

**Storage Bin or Hopper.**—Walter B. Wright, Chicago, Ill. Filed September 19, 1912. No. 1,094,826.

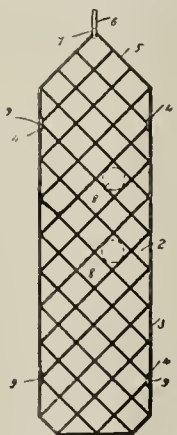
Issued on May 5, 1914

**Conveyor.**—Charles Watson, Pomeroy, Wash. Filed December 27, 1912. No. 1,095,441.

**Corn-Rack.**—Solomon B. Wenger, South English, Iowa. Filed November 6, 1913. No. 1,095,687.

**Rack for Seed-Corn.**—George Sokol, Monmouth, Iowa. Filed May 14, 1913. No. 1,095,429. See cut.

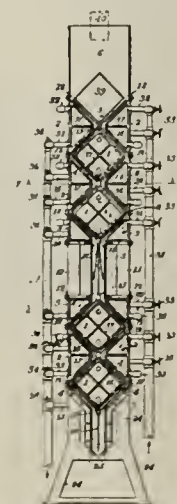
**Claim.**—A rack for seed corn constructed wholly of wire, and comprising two panels having diagonally-arranged cross-wires, wire links having eyes which en-



gage pivotally with the end portions of certain of the cross-wires and which permit the panels to be folded flat, and means for suspending the panels when spread apart.

**Grain-Heater.**—Frederick Brenner, Milwaukee, Wis., assignor of one-half to Charles T. Stock, Jr., Milwaukee, Wis. Filed September 22, 1910. No. 1,095,375. See cut.

**Claim.**—In a grain heater the combination of heating chambers having corrugated walls forming a grain passage of oblong cross section, the corrugations running in the direction of the flow of the grain, means for



supplying a heating medium to said chambers, and a reciprocating agitator movable across said passage in the direction of its greatest width transversely to the flow of grain therein.

**Grain-Separator.**—Robert J. Owens, Minneapolis, Minn. Filed December 7, 1908; renewed September 19, 1912. No. 1,095,592. See cut.

**Car-Seal.**—Samuel F. Estell, Los Angeles, Cal. Filed February 1, 1913. No. 1,095,271.

A grain company in the Northwest announces that it will begin shipments about July 1 to go to Europe via the Panama Canal in large or small quantities.

It is reported that a feed store will be established at Buckner, Ky.

M. W. Moore is building a general feed store at Dunedin, Fla.

Geries & Son are building a new feed store at Pocahontas, Ill.

J. A. Robinson has gone out of the hay business at Rocky Ford, Colo.

A flour and feed store has been opened at Jennings, Okla., by J. H. Wiley.

Klepser Brothers, feed dealers at Altoona, Pa., are building a fireproof warehouse.

J. H. Goldstein has sold his flour and feed store at Atlanta, Ga., to Simon Ableman.

Alvan Wallace, of Reynoldsville, Pa., has sold his flour and feed business to J. H. Spears.

The Cash Feed Store has been opened at Quinton, Okla., with W. W. Fisher in charge.

J. F. Cripe & Co. have purchased the feed store at Goshen, Ind., operated by H. F. Knight.

Frank Eyre, of Newton, Pa., has taken over the feed store of Jacob S. Lewis at Perkaspie, Pa.

Hunter & Johnson have succeeded Goff & Hunter in the flour and feed business at DuBois, Pa.

Charles L. Hewitt & Sons have purchased the flour and feed business of A. L. Bailey at Oneida, N. Y.

The Hendrickson & Peterson Company will open a wholesale feed and grain establishment at Eveleth, Minn.

The C. B. Wood Oil & Paint Company has taken over the feed business of Hawn & Petrie at Evans Mills, N. Y.

William Duffy has purchased the branch feed store at Corunna, Mich., from C. C. Wright, of Owosso, Mich.

The Charleston Hay & Grain Company has been incorporated at Charleston, S. C., with a capital stock of \$3,000.

S. S. Pettit, dealer in feed, lumber and coal at Huntington Station, N. Y., has been succeeded by S. S. Pettit & Son.

The Cartzdafner Flour & Feed Company, of Columbus, Ohio, has changed its name to the Central States Milling Company.

The Sallinsaw Wholesale Flour & Feed Company, Sallisaw, Okla., has leased a building for the enlargement of its business.

W. H. Norwood, of Conway, Ark., has engaged in the wholesale feed, grain, flour and commission business at Russellville, Ark.

J. H. Brunenmeyer & Son, of Washington, Ill., have established an office in their warehouse for their feed and poultry business.

John W. Gandy, feed dealer at Cameron, Texas, has awarded a contract for the erection of a feed store, 60x100 feet on the ground.

H. B. Trigg and R. L. Lessenberry have formed a partnership at Glasgow, Ky., to engage in the general feed, flour and coal business.

F. C. Foley has been making an effort to interest the farmers in the vicinity of Wathena, Kan., in the erection of an alfalfa warehouse.

The Cuban Feed Company has been incorporated at Cairo, Ill., by Judge W. S. Dewey, H. S. Antrim, of H. S. Antrim & Co., and J. D. Ladd.

Matthew Welch has retired from the flour and feed firm of Welch & Fletcher at Washburn, Wis., and J. S. Fletcher will continue the business.

S. C. Watkins & Co., of Clarksburg, W. Va., flour and feed dealers, are building a five-story building to replace the house recently destroyed by fire.

Burglars entered the store room of the Western Grain Company at Van Buren, Ark., on April 16, and stole considerable flour, meal and feed stuff.

A permit has been granted to the Davenport Flour & Feed Company, Davenport, Iowa, to build a one-story brick addition to its plant, costing \$1,300.

The flour and feed business of the late D. Oliver Straup at Palmerton, Pa., has been taken over by the Mauser Flour Mill Company, of Treichler's and Laury, Pa.

H. T. Heydrick, sales manager for the International Sugar Feed Company of Winnipeg, Minn., reports an unusually good demand for feed during the past six weeks and that April sales were three times as large as for the same period one year ago. He emphasizes the extreme shortage in coarse

grains over last year, and believes that the importation of corn and oats is discounted at the present level of prices.

The flour, feed and grocery department of the Johnson Brothers Company at Zillah, Wash., has been taken over by the Green Grocery Company at that place.

The Llano Feed Company has been incorporated at Llano, Texas, with a capital stock of \$5,000. The incorporators are Allan Newson, A. D. Deats, and R. H. Laning.

The Bedford Hay & Grain Company has been incorporated at Bedford, Mass., with a capital stock of \$50,000. The incorporators are B. W. Allen and Roger W. Brown.

L. R. Rosenberg, of the Rosenberg Company, feed dealers at Hayward, Cal., has purchased the interest of his brother, R. C. Rosenberg, and is now sole owner of the business.

Andrew Stauffer, who recently sold his flour and feed business at Palmyra, N. J., to J. H. Kettering, may open a wholesale flour and feed office in the Bourse, Philadelphia, Pa.

A. Kilpatrick has opened a new flour and feed store at Meadville, Pa. Mr. Kilpatrick was formerly employed in the flour and feed store of Charles Stolz at that place.

The United States Feed & Grain Company, of Memphis, Tenn., has gone out of business, having leased its elevator to S. M. Bray. The name of the new concern is the United States Feed Company.

The Butler-Sallenger Company, of Florence, S. C., has been chartered, with a capital stock of \$4,000, to engage in the hay and grain business. The officers are: B. W. Bethea, president, and Ed. D. Sallenger, secretary and treasurer.

The Moore Feed Company has been incorporated at New Orleans, La., with a capital stock of \$75,000, to harvest, dry and market Paille Finne grass and to manufacture foodstuff therefrom. E. J. Bahr is president of the company and E. L. Loubat is secretary.

The Samuel Walton Company, of Pittsburgh, Pa., says of the hay market: "The receipts of No. 1 timothy hay and good No. 2 timothy hay continue to be sufficient to hold prices steady. There is not sufficient No. 1 clover mixed hay or No. 1 clover hay arriving to meet the demand, consequently the prices of the same have advanced. Low grade hay such as No. 3 timothy hay or No. 2 clover or clover mixed hay continues to be undesirable. The demand for fine prairie packing hay is quite light with the prices somewhat lower. We continue to have very light receipts of straw of all kinds with an urgent demand, particularly for No. 1 oats straw—with a further advance in price. The receipts of oats during the past few days have been light with prices somewhat higher and every indication there will be a further advancement in prices. We continue to have light receipts of ear corn with all arrivals being readily disposed of at advanced quotations. The market for shelled corn is holding steady."

#### CHICAGO HAY MARKET

Albert Miller & Co., Chicago, Ill., say of the hay market in their May letter: "Arrivals of all kinds of hay are light while demand both locally and from outside buyers is even greater. The result is we have a very firm market with all grades of hay selling readily and at satisfactory prices. We urge prompt shipment of any kind or grade of hay you may have, as we consider present prices possibly as good as will be met with any time again this season. Straw is in good demand with arrivals light."

#### ST. LOUIS HAY MARKET

The Martin Mullally Commission Company of St. Louis, Mo., reports for week ending May 11: "The movement of hay here was very free the past week, and the market kept well cleaned up right along, and is in a good condition for fresh arrivals, and we advise prompt shipments; as we look for a continued good demand and believe that fresh arrivals will meet ready sale at full prices. Our prices here are ranging higher than other markets, and we think it would be well to take advantage of them. Shippers that have hay on hand should make a special effort to get some on the market. Prairie hay is in light offerings, and the demand good for Oklahoma and Kansas and also for the best grades of Nebraska, though there is very little inquiry for Iowa prairie. The demand for medium and low grades of Nebraska is only moderate. The move-



ment on prairie hay, however, has been pretty free, at the prevailing prices, and the market is pretty well cleaned up. Alfalfa hay is ruling firmer, the offerings are extremely light, and buyers are taking most everything offered on arrival, leaving the market practically bare of all grades of alfalfa, and in a good condition for fresh arrivals, and we advise prompt shipments."

#### ELECTRIC MARINE ELEVATOR UNLOADS HAY RAPIDLY

After the completion of the new electrical marine elevator at Seattle, Wash., by the Port of Seattle, it was submitted to a test and achieved a record of unloading 2,273 bales of hay, aggregating 126 tons, from a steamship in three hours. The manager of the dock estimated that under the old system the work would have taken almost three times as long.

The elevator has a speed of 100 feet a minute when loaded with four tons, and 50 feet a minute when loaded with 10 tons, the maximum load. It is 11 feet wide and can handle large units of freight, while it is operated from a control on the second floor and can be lowered to the level of low tide, giving it practically a range of three floors.

#### THE GERMAN STOCK FOOD MARKET

The German importation of stock foods is enormous, according to consular reports, amounting to 30 per cent of the entire requirements of the Empire. Statistics place the annual consumption of all stock foods at 23,300,000 tons, of which 16,700,000 tons is of domestic production, but the proportion of domestic-grown stock food is said to have materially diminished during the last 25 years. In 1888, it is stated that 90 per cent of the stock-food cereals were of German growth and 80 per cent of other forms of stock food, as against only 70 per cent at present.

The United States supplies a large proportion of the cotton oil, meal and cake, and barley imported by Germany, the growth in the importation of the latter being particularly noticeable. In 1913, 187,960 tons were imported, against 9,628 tons in 1912, 949 tons in 1911, 50 tons in 1910, 415 tons in 1909, and 357 tons in 1908. The total exports of barley from the United States to all countries were 3,555,136 bushels in 1911, 8,194,936 bushels in 1912, and 12,782,267 bushels in 1913. Of the shipments last year, 6,542,315 bushels went to Germany and 5,363,451 bushels to the United Kingdom, or over 93 per cent of the whole. Germany imports no molasses for fodder, as the German sugar industry exports this article to other countries.

In 1913, Germany imported from the United States 977 metric tons of green fodder, hay, dried clover, etc., eight tons of rice and similar uncolored straw, 55,238 tons of oats, 171,601 tons of corn and sorghum, 153,972 tons of bran and pressed corn bran for cattle and 16,282 tons of rice refuse.

#### A USEFUL LEGUME

A little known legume, which has some strong advocates in the South, is kudzu, a variety of pea which neither blooms nor bears seed and from which four crops can be cut in a year. The plant is set and spreads quickly, each joint in the vine giving off roots. In the second season a thick crop can be gathered even though the first planting was in rows 8½ feet apart.

Kudzu shows 17.43 per cent of protein and 30.20 per cent of carbohydrates. After the growth becomes thick in the field, the stems decrease in size and the most fastidious stock will eat it cleanly. It is said to be quite as nourishing as alfalfa and is without the disadvantage of causing bloat when pastured. Its soil building qualities are even more pronounced, as it is a rapid nitrogen converter, and its deep tap roots draw an abundance of potash and phosphorus from the subsoil, and can draw its moisture almost entirely from that source. The plant, therefore, is particularly useful on loose sandy soils and in dry sections.

Kudzu is not a new plant, having been grown in Japan for many years as a forage plant. The National Department of Agriculture advocated its use many years ago, and it has been grown with great success in a few sections of this country.

The fact that it has to be set out from the roots is a disadvantage and probably accounts for its restricted use, but as it improves in quality from year to year without resetting, as it greatly enriches the soil in which it grows and will produce from six to ten tons of hay to the acre each year, and will grow in almost any soil and climate, it will undoubtedly become more popular and gain as large a following as the more widely advertised, but not more useful alfalfa.

The ground on which kudzu is planted does not have to be inoculated, but to insure a rapid growth the first year it should be fertilized if the soil is poor. After the first season no further fertilization is needed and the plant perpetuates itself indefinitely. It can be quickly eradicated, however, when desired, by cutting the joint roots with a disc harrow. In this enthusiastic manner the friends of kudzu proclaim its virtues.

The Henry Fish Seed Company, of Carpinteria, Cal., has secured eight additional bean sorters for its seed plant.

The Davis Grain Company will utilize the old office in connection with its elevators at La Rose, Ill., as a seed house.

The Imperial Cotton Oil Company, of Statesville, N. C., contemplates the erection of a warehouse for seed and mill products.

The Ideal Seed & Grain Elevator Company, of Indianapolis, Ind., has changed its name to the Ideal Specialty Company.

The Mangelsdorf Brothers Seed Company, of Atchison, Kan., has awarded a contract for the erection of a reinforced concrete building for cost about \$60,000.

Paul Donahue, of Chehalis, Wash., recently shipped seven tons of English seed oats to Kodiack, Alaska, to be used by the United States Government Experiment Station.

The Western Seed & Grain Company has been incorporated at Boise, Idaho, with a capital stock of \$10,000. The incorporators are M. R. Sheton, A. E. Torrence and others.

The Bristol Seed & Grain Company has been incorporated at Bristol, Va., with a capital stock of \$15,000 to \$25,000. J. C. Copenhagen is president of the company, and W. R. Thomas is secretary.

S. W. Flower & Co., seed dealers at Toledo, Ohio, have filed articles of incorporation with a capital stock of \$100,000. The incorporators are Charles S. Bugge, president under the old partnership; John A. Smith, Richard Sheldon, R. G. Burge and L. M. Burlingame. The last two named have been employees of the firm for the past 12 years and under the reorganization are made members of the firm as a reward for service.

#### IN THE HEART OF THE BLUE GRASS

Bluegrass, like the center of population, is gradually working westward. For many years the name was only used in speaking of the famous Ken-

tucky pastures, but now, though the Kentucky product quite holds its own in comparison with former years, blue grass has found a home beyond the Mississippi River and northwestern Missouri is the center of the new blue grass region.

At King City, Mo., a very large trade in blue grass and other field seeds is carried on each year. Recognizing the possibilities of the region, and the growing demand among farmers and stockmen for high grade seed, W. H. Berryman and A. P. Maupin joined forces in the establishment of a seed house, and today they carry on an extensive business in all fields seeds, but make their selected glue grass a specialty.

Their plant, an illustration of which accompanies this sketch, is a large two-story building of substantial construction. It is thoroughly equipped with seed cleaning machinery, the greatest care being

taken to preserve each variety intact. The machinery is capable of cleaning 750 bushels of seed per day, and the product of the plant is distributed not only throughout the United States but in Central Europe as well.

#### ARIZONA NOXIOUS SEED IMPORTS CHECKED

Announcement has come from the parcel post department of Arizona post offices that full co-operation will be rendered the Horticultural Commission in its effort to debar diseased seeds and plants from the state. The announcement applies particularly to the parcel post shipping of seed to the farmers of the Salt River Valley. It seems that previously parcel post was the only way in which people could import seed without the Commission being able to touch it.

The co-operation of the postal department will be a material aid to those who are seeking to protect the plant life of the state. Henceforth all receipts of parcel post seed or plants will be listed, and reports made of them to the Commission. The state entomologist will then be able to trace shipments, and inspect and seize them if he finds anything objectionable.

#### CANADIAN SEED INSPECTION

Canadian seed laws are similar in many respects to the state seed laws now operative throughout a large part of the United States. E. D. Eddy, Chief Seed Inspector, Ottawa, Ont., recently issued a statement making clear the salient points of the seed ordinances governing the sale and inspection of seeds in the Dominion.

With the exception of seed grown, sold and delivered on the farmers' premises, every bag of timothy, red clover, alsike and alfalfa seed offered for sale must be plainly marked with one of the following grades: Extra No. 1, No. 1, No. 2 and No. 3, the standard for each of these grades having been fixed by law. Seed which contains more weed seeds than are permitted in grade No. 3 is prohibited from sale except for recleaning or export.

If grain sold for seed contains noxious weed



HOME OF BERRYMAN AND MAUPIN, KING CITY, MO.

seeds, this fact must be indicated in the label, the regulation also applying to seed of fodder and pasture crops for which grades are not defined. All agricultural seeds must germinate in the proportion of at least two-thirds of the standard for good seed of the kind, or be labeled to show the actual percentage germination, while paper packet seeds must be marked to show the year in which they were filled.

The Seed Control Act has been operative since 1905 and enforced by the Seed Branch, Department of Agriculture. Inspection work is under the supervision of eight permanent district officers. In the spring of 1913 over 4,200 dealers and farmers were visited, many of them several times. When suspicion rests on seed offered for sale, a sample is sent to the Ottawa Seed Laboratory and if the law is found to have been violated, a certificate of analysis

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is sent to the person or firm, with a request for an explanation. If proper explanation is made, usually the first offense goes unpunished.

The inspectors keep detailed records of the seeds offered by dealers and from the data filed in the laboratory, information for necessary prosecutions may be found. Last season there were 75 prosecutions. In applying the inspection system, every effort is made to protect farmers and dealers against purchasing unknowingly seed of low quality, and reliable seedsmen realize that the Act is a protection to legitimate business.

#### PROVING SEEDS BY PHOTOGRAPHY

Before the pure seed laws went into effect in so many of the states, disputes over quality of seed

more than \$500 or imprisoned for not more than two years, or both."

#### CALIFORNIA QUINO SEED

One of the most valuable of Luther Burbank's marvelous plant developments is the quino, said to be a substitute for wheat, barley or oats. The plant was originally brought from South America and in appearance resembles the wild mustard, while the seed is not unlike small corn. After years of expert care and development, a strain has been produced that will grow under California soil and weather conditions.

It is stated that the quino plant will take the place of cereal foods made from various grains, having relative food values, while much cheaper.

caution to store a quantity of valuable seed in burglar and fireproof vaults. These seeds represent many years of painstaking experimentation and doubtless could not be readily duplicated. There is said to be less than a peck of quino seed of the Burbank type in the world and this is thus safeguarded.

## Grain and Seeds

#### HAY AND GRAIN WANTED

Wheat, corn, oats, hay, straw, milling buckwheat, bran, middlings, red dog, potatoes. C. T. HAMILTON, New Castle, Pa.

#### SEEDS BY THE BUSHEL OR CARLOAD FOR SALE

Grass seeds of all kinds, cleaned and ready to sow. Alfalfa, alsike, red clover, sweet clover, brome grass, cane, millet, rape, speltz, barley, or anything in the seed line. Write for prices or come and inspect the seed. CAMPBELL'S SEED HOUSE, 100 5th St., Seward, Neb.

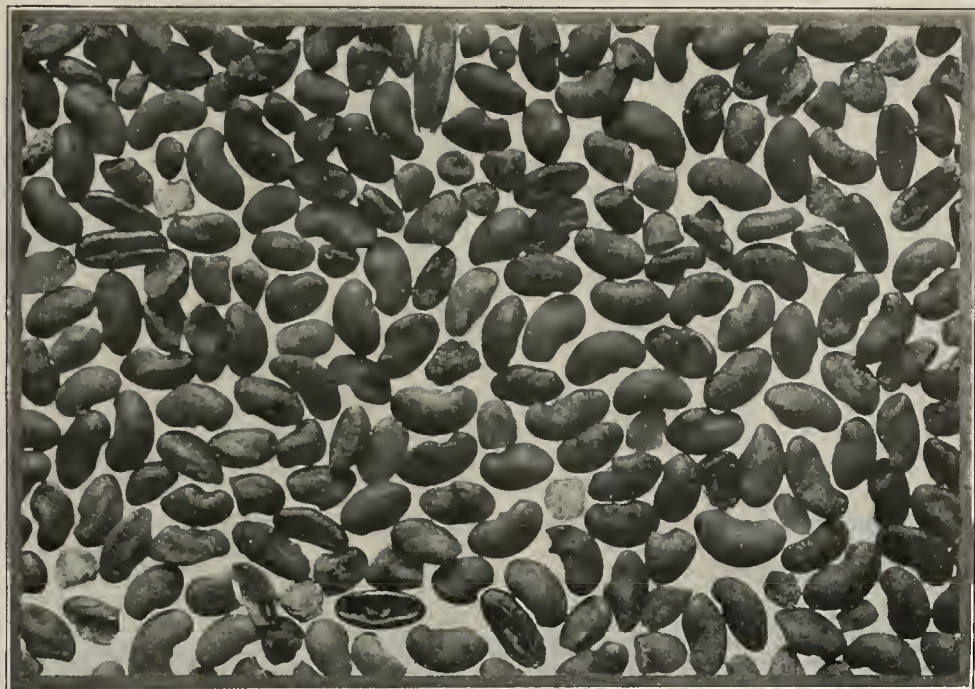
## SEEDS WANTED

We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa, Clover, Millet, Red Top or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

#### ILLINOIS SEED CO.

1521-1535 Johnson St.

CHICAGO, ILL.



A PHOTOGRAPH THAT SAVED THE FARMER MONEY

were common and law suits not infrequent. Now, however, the seed houses are very much more careful as any seed shipped into the states where the new laws are in effect are subject to exacting regulations as to purity and germination.

Even in the old days, adjustment of differences between seed men and farmers were sometimes effected without the aid of courts. In one case in particular the camera was the effective instrument which took all the fight out of the seed man and prompted him to come to terms in short order.

A shipment of guaranteed pure alfalfa seed was sent out by a seed man. The farmer who received it examined the contents of the package and saw that it was badly adulterated. Before making any complaint he took a handful of the seed and spread it evenly on a piece of glass and then photographed it. When this photograph was enlarged, the evidence it presented was too conclusive for even a dispute, and the farmer received his claim without protest. The photograph of the alfalfa seed is shown in the accompanying illustration. The moral is: Patronize reputable dealers or buy a camera.

#### BILL FOR THE PREVENTION OF SEED FRAUDS

A bill prepared to divest the shipment of garden, agricultural, grass and other seeds of their interstate character, and providing a penalty for adulteration, misbranding or frauds in their sale, was recently introduced in the House at Washington by Representative Howard, reading as follows:

"That the shipment or transportation in any manner or by any means whatsoever of any garden, agricultural, grass or potato seed, or tuberous roots of any kind, from one state, territory, or district of the United States, or place noncontiguous to, but subject to the jurisdiction thereof, or from foreign country into any state, territory or district of the United States or place noncontiguous to but subject to the jurisdiction thereof, shall upon arrival in such place as aforesaid be subject to the operation and effect of the laws of such state, or territory engaged in the exercise of its police powers, to the same extent and in the same manner as though such seeds or tuberous roots as aforesaid had been produced in such state or territory, and shall not be exempt therefrom by reason of being introduced in the original package or otherwise.

"Section 2. That all persons, firms or corporations in the United States which are now conducting or which may hereafter conduct any business for the sale of garden, agricultural, grass or potato seed or tuberous roots for planting, for the purpose of shipping directly to the consumer, and which shall misbrand, adulterate or in any manner misrepresent said seed or tuberous roots as aforesaid upon the package or container, shall be fined not

The entire seed of the plant can be utilized, while there is considerable loss in the production of cracked wheat, rolled oats or barley.

The Luther Burbank Company, according to reports from San Francisco, Cal., has taken the pre-

## SEEDS

Grain, Clover and Grass Seeds,  
CHAS. E. PRUNTY,  
7, 9 and 11 South Main St. SAINT LOUIS

## The ALBERT DICKINSON COMPANY

### GRASS SEEDS FIELD

To Meet Demands Of

## PURE SEED LAWS

Chicago

Minneapolis

## SEED CORN GUARANTEED

All Seed Corn sold by us subject to approval upon arrival. Ten days granted for inspection.

Send for Catalogue

GOULD GRAIN CO.  
MINNEAPOLIS, MINN.



## FIRES-CASUALTIES

The roof of the new elevator at Canton Farm, Ill. was recently damaged by high winds.

A tornado wrecked the cupola on M. R. Mensor's elevator at Clifton, Ill., on April 18.

On April 23, the elevator of Edward Haugens at Evans Station, Ill., was destroyed by fire.

J. Keith Goodwin's elevator at Shackelford, Mo., was completely destroyed by fire on April 23.

The elevator and mill of W. J. Barnes at Littlelot, Tenn., were totally destroyed by fire on April 19.

The hay and grain warehouse of W. G. Brown, at Bristol, Conn., was somewhat damaged by fire on April 13.

The plant of the Arthur Grain Company at Louisville, N. Y., was damaged by fire to the extent of \$5,000 last month.

On April 13, two grain and feed warehouses at Elderon, Wis., were completely destroyed by fire, resulting in a large loss.

The warehouse of Moore & Crews at Little Rock, Ark., was burned on April 25, with its stock of hay and grain, entailing a loss of \$1,200.

The elevator of the Watertown Grain Company at Watertown, Wis., was struck by lightning last month, entailing a loss of about \$3,000.

While replacing a belt in the Lamcreaux & Inkster Elevator at Melvin, Ill., Jas Lander was thrown to the floor, sustaining a broken leg.

The Woodworth Elevator at Southam (R. F. D. from Cray), N. D., together with 12,000 bushels of grain, was destroyed by fire last month.

The John Frey Company, of San Francisco, Cal., suffered a loss of \$25,000, when its hay and grain warehouse was completely destroyed by fire.

Wm. Jenkinson's elevator at Kings Mill, Mich., was burned recently, together with about 1,000 bushels of beans and 1,200 bushels of wheat.

The elevator at Reaboro, Ont., owned by Thos. Skene, was burned on April 13, together with a large quantity of oats. The building and stock were insured.

The elevator of Newport Brothers at Lakemills, Wis., was burned on April 16, with a loss estimated at \$10,000. The fire is believed to have been of incendiary origin.

Albert Holz, aged 47 years, a hay and grain commission salesman, fell through a skylight in a stationary awning at Indianapolis, Ind., recently and suffered a scalp wound.

The property of the Union Seed & Fertilizer Company at Fort Smith, Ark., was destroyed by fire on April 17, together with about 600 bales of cotton lint, valued at \$7,200.

The grain warehouse of Ertel & Torrence at American Falls, Idaho, with 6,000 bushels of grain, was recently burned. The building was an iron-clad structure and will be rebuilt.

A bin, containing about 500 bushels of wheat, in the Sprecher Elevator at Independence, Wis., recently collapsed and crushed a wagon scale in its fall, resulting in considerable damage.

The two Meents Elevators at Clifton, Ill., were unroofed last month by a severe storm, while the lumber shed, office and machinery in one elevator were destroyed. The loss was about \$4,000.

The Urdike Elevator and lumber yards at Eldorado, Neb., were entirely destroyed by fire on April 30, with a loss exceeding \$30,000. There were several thousand bushels of grain in the house.

Fire recently damaged the brick store and warehouse of the Adams Grain & Provision Company at Fayetteville, N. C., resulting in considerable loss caused by water. The stock was fully insured.

On April 26, the Hoffman Elevator at Clintonville, Wis., was burned, together with a quantity of flour, feed and coal. The loss was about \$4,500 with \$2,500 insurance on the building and \$1,000 on the stock.

Lightning struck the elevator at Bushnell, Ill., owned by Nagle Brothers, on May 3, and the house was completely destroyed by the fire that followed. Nine thousand bushels of grain and several carloads of flour were stored in the building. The elevator and stock were partially covered by insurance.

It is reported that the bodies of W. H. Menzie, manager of the Farmers' Elevator Company at Geddes, S. D., and his bookkeeper, Miss Blanche Signal, were found in the ruins of the elevator, following a fire on April 16. The hands and feet of the man and woman were tied with wires and both had evidently been gagged, while the office safe was found open. The manager and his bookkeeper

had worked late in the evening and the fire started about midnight.

The Herr Elevator at McClusky, N. D., was destroyed by fire on April 15, the flames originating presumably from friction in the upper part of the structure. About 10,000 bushels of grain were consumed.

The 300-ton hay warehouse of Albert Miller & Co., at Sycamore, Ill., was destroyed by fire on April 15. The company leased the building and there was very little hay in the house at the time of the fire.

The elevator of John C. Klein, a three-story iron and frame structure, at Blue Island, Ill., was destroyed by fire on April 29, the loss estimated at \$25,000. There were 16,000 bushels of grain in the house, and frequent explosions hampered the firemen in their work. It is understood that a modern,

fireproof elevator will be constructed on the site as soon as possible.

Fire mysteriously starting in the Farmers' Elevator at Taylor, N. D., on April 22, spread to several mercantile establishments and destroyed considerable property. The elevator was a total loss.

On the morning of April 22, the Farmers' Elevator at Adams, Neb., was destroyed by fire, resulting in a loss of \$18,000, with insurance amounting to \$13,000. Ten thousand bushels of grain were also consumed.

A. Forsythe & Co., of High Bluff, Man., suffered a severe loss recently when their elevator was completely destroyed by fire, together with 25,000 bushels of barley. The loss was partially covered by insurance.

The Belt Line Elevator at Superior, Wis., formerly owned by the Peavy Elevator Company but recently taken over by the Cargill Elevator Company, was destroyed by fire on April 26, entailing a loss of \$200,000.

Last month fire loss aggregating \$50,000 resulted from a blaze which started from an unknown cause in the Monarch Elevator at New Rockford, N. D., not only consuming that house but also the Powers Elevator and a number of other business establishments. Thirty thousand bushels of grain were included in the loss.

## OBITUARY

Robert Bines, former well-known Chicago grain merchant, passed away in New York on April 4.

Thomas F. Orton, grain dealer, passed away at his home in Fennimore, Wis., on April 16. He is survived by his wife, two sons and three brothers.

W. B. Foresman, senior member of the grain and milling firm of Foresman & Kelsey, Flemington, Pa., recently died at his home in Williamsport, aged 73 years.

Henry Weber, one of the oldest members of the Cincinnati Chamber of Commerce and head of the Weber Grain Company, passed away last month at the age of 70 years.

John Morgan, aged 70 years, feed and supply merchant at Anderson, Ind., committed suicide on April 30, by shooting himself. Mr. Morgan is survived by his wife and several children.

W. H. Hosmer, chairman of the Western Trunk Line committee, and a resident of Chicago, passed away on April 22. Mr. Hosmer was born in Boston, Mass., and was 55 years of age.

William Burke, president of the Burke Grain Company, St. Joseph, Mo., died on April 23, at his home in that place. Mr. Burke was 49 years old and was formerly in the grain business at Wichita, Kan.

W. B. Jones, aged 35 years, a prominent grain and stock dealer of Oxford, Iowa, was killed several days ago, near Marengo, Iowa, when his automobile turned turtle. His wife was seriously injured and may die.

William Little, formerly a member of the grain firm of John C. White & Co., Philadelphia, Pa., died at Media, Pa., recently, aged 74 years. Mr. Little had been a member of the commercial exchange since 1885.

The death of Charles W. Pierce, well-known grain dealer at Union City, Ind., occurred on April 16, at the age of 79 years. He had been a resident of Randolph County since 1870, and is survived by a widow and three children.

Hutchinson B. McKnight, seed and flour merchant, passed away on April 12 at his home in Philadelphia, Pa., following an illness of three weeks with a complication of diseases. He was 56 years of age and is survived by three brothers.

J. N. Fike, the Kansas "Wheat King," passed away at Colby, Kan., several days ago. Mr. Fike was widely known for his extensive farming operations, having frequently sown more than 15,000 acres to wheat during the past decade. He, with his wife and two babies, drove into Thomas County, Kan., in the early eighties and took up a homestead near Colby. He was popular in his district and soon served as the county's first clerk, numerous other official positions following, including that of Registrar of the U. S. Land Office, member of the Democratic State Central Committee and member of the Kansas Board of Railroad Commissioners. For a time he was engaged in the stock business and later the real estate business, but eventually he became interested in raising wheat on a large scale. In 1907 he sowed 2,000 acres to winter wheat and continued to increase his acreage until in 1910 he sowed 15,000 acres. His monthly payroll fre-

quently overreached \$40,000, while hundreds of men and teams were in his service. All of his extensive operations were under his personal supervision.

William Legg, aged 52 years, a grain dealer of Ashley, Ohio, died on April 24 at the Protestant Hospital, where he had been taken for an operation. His weakened condition did not permit of the operation, however. His widow, two sons and a daughter survive him.

T. L. Mitchell, aged 78 years, one of the oldest members of the Milwaukee Chamber of Commerce, died on April 30. He had been continuously associated with the Chamber of Commerce since 1861. His son, Andrew, holds a responsible position with the United States Department of Agriculture.

J. A. Petty, a prominent grain and feed dealer, of Florence, Colo., was found dead last month in his place of business, his skull evidently having been crushed by a heavy blow. Investigation revealed the work of a burglar, who had apparently struck Mr. Petty while he was weighing feed, as the body was found near the scales.

Samuel N. Miller, aged 53 years, of the grain firm of J. R. Miller's Sons, Mechanicsburg, Pa., died at his home in that place on April 12, following an illness from heart disease. His firm operated elevators at Shiremanstown and New Kingston, and he was well known to the grain trade of his district. Mr. Miller was prominently identified with the Masonic lodge.

John W. Owens, grain dealer, died at his home in Saratoga, Ind., following a stroke of apoplexy last month. Mr. Owens had conducted an elevator at Stone Station, Ind., for many years, and recently had been engaged in the same business at Saratoga. He had served as a member of the Saratoga Town Board and held other public offices. He is survived by his widow, two daughters and a son.

J. H. Kinsey, aged 65 years, president of the Roberts Elevator Company, and well known on the Minneapolis Board of Trade, died at his home in Roberts, Wis., on April 13. Mr. Kinsey was born in New York but the latter half of his life had been spent in Wisconsin, where he had been closely identified with the grain business development of the state. His widow, one son and two daughters survive him.

Opening the season for the grain fleet on the Hennepin Canal and Illinois River, the *Montauk* cleared Pekin, Ill., with a considerable quantity of grain on March 27.

In an effort to revitalize the Kaffir corn crop in northern Kansas, a bushel of seed has been ordered by the local grange direct from Africa and school children will use it in state crop contest.

State grain inspection in Minnesota netted a profit of a little over \$100,000 to the Commonwealth during the past fiscal year. The receipts of the department were for inspecting, weighing and grading of all kinds of grain and flax, loaded or unloaded, at terminal points, weighing hay and coal, offered for sale; and licensing and inspecting warehouses and calibrating scales.



## FROM OPIUM TO BEANS

The stringent measures which the Chinese government has enforced against the production of opium has resulted in a great increase in cereal and bean acreage. The Chinese are rapidly learning the value of flour and a great many fields which had been formerly planted to poppies are now sown with wheat. In spite of the increased demand for flour in China, this new productivity will probably have a marked and immediate effect upon wheat and flour importation.

Beans have shared with wheat in the new popularity. In the interior of China a bean is grown which much resembles the soy bean of Manchuria, although inferior in quality. The oil extracted from these beans is a staple article of diet, but it has to compete with the linseed oil from India, the supply of which is so variable that bean growers in China have to contend with a considerable fluctuation in price, a condition which has made many of them hesitate about putting this crop in the ground. The last year's bean crop was very large, but the linseed oil from India was also in large quantity, so that the profit on the Chinese crop was much smaller than was expected.

**For Sale**

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS AND MILLS

## ELEVATOR FOR SALE CHEAP

Good Kansas grain elevator at Sharon, Barber County. F. P. HAWTHORNE, McPherson, Kan.

## ELEVATOR FOR SALE

In southwest Iowa, 25,000 bushels' capacity. In good shape in every way. Reason for selling, to settle estate. Write BOX 93, Shenandoah, Iowa.

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A copy of actual transactions in the Cincinnati market will be sent daily upon request.

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Members the Cincinnati Chamber of Commerce

CINCINNATI - - OHIO

## ELEVATORS AND MILLS

## FOR SALE

Elevator, coal sheds and hay warehouse located in good hay and bean section of Central Michigan. Reason for selling, to settle estate. For further particulars write LEWIS, HORTON & CO., Mt. Morris, Mich.

## FOR SALE

Elevator, grain and coal business in northern Illinois town. Handles 350,000 bushels grain and 1,200 tons coal annually. For particulars, address ILLINOIS, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

## MACHINERY

## FOR SALE

One 25-horsepower gasoline engine in good repair, manufactured in Fort Wayne. Engine can be seen at Broughton, Ohio. For further information write AXEL WHITE, Broughton, Ohio.

## FOR SALE

50-horsepower two-cylinder horizontal Badger Gasoline Engine, \$485. One hundred other sizes and styles. State your power needs. BADGER MOTOR CO., Milwaukee, Wis.

## ENGINE FOR SALE

One 20-horsepower Muncie Crude Oil Engine in first-class running order; used two years. Cost \$725; will sell for half price. Replacing with a larger machine. H. G. POLLOCK, Middlepoint, Ohio.

## FOR SALE

Machinery and equipment complete of 1,500-barrel mill, Nordyke & Marmon Sifter System; is all nearly new, having been used only two years. Will sell all together, or any part of same. The equipment includes 150-horsepower Hamilton Corliss Engine and one 1,000-horsepower Reynolds Corliss Engine, vertical. HARTZ MACHINERY CO., 316-326 N. 17th St., Philadelphia, Pa.

## REMITTED SCALES FOR SALE

One 1,000-bushel hopper scale.  
Wagon scale, 8-ton capacity, platform 16x8', compound beam.  
Wagon scale, 6-ton capacity, platform 15x8', compound beam.  
Wagon scale, 10-ton capacity, platform 16x8', compound beam.  
Dormant scales from 1,500 to 6,000 pounds' capacity both with single and double pillars of all makes.  
Portable roller mill and wheelbarrow scales of different capacities.  
All wagon scales are Buffalo makes, balance different makes. All are refitted. Write for prices. BUFFALO SCALE CO., 15-17 S. Clinton St., Chicago, Ill.

Edward P. McKenna

John A. Rodgers

## McKENNA & RODGERS

### COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

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Forecast covering the 1913-14 packing situation. The Wagner Letter covering all speculative markets. "Impressions of World Prosperity," by Joseph Wild, Editor of the Wagner Letter. Sent on request. Mention this journal.

E. W. WAGNER & CO., Board of Trade  
CHICAGO  
ESTABLISHED 1/2 CENTURY

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## WANTED

Information regarding elevator or mill for sale. Send description. NORTHWESTERN BUSINESS AGENCY, Minneapolis, Minn.

## EXCEPTIONAL MILLING SITE.

Long frontages on three railroads—Lake Shore, Erie, Pennsylvania. Niagara power. Convenient labor. Map and full particulars. PARKE, HALL & CO., Buffalo, N. Y.

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Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

## SELF-RISING FLOUR—IT IS TAKING THE DAY

The laboring man is demanding it. It saves labor and expense to the housewife. All the housewife has to do is to add lard or other shortening and make a dough with water or sweet milk. Anyone can take my Recipes and make as good Self-Rising Flour as the Big Mills are making. You can buy your flour and make your own self-rising flour. One man started in Tennessee five years ago with a small office room to mix his flour in and now he is manufacturing one thousand barrels a day. There is a fortune in the business for the man that acts quickly. Send \$1.00 for my Recipes telling all you want to know about how to manufacture Self-Rising Flour. H. B. STALEY, Marion, Va.

## HELP WANTED

## WANTED

Competent man to run our feed mill and elevator, gas power. F. S. POWELL, Director, Lackawanna, N. Y.

## WANTED

An experienced bookkeeper, who thoroughly understands the grain business, to look after a small line of country elevators. Must be thoroughly acquainted with the commission end of the business. None but a competent man and a hustler need apply. SASKATCHEWAN, Box 5, care "American Elevator and Grain Trade," Chicago, Ill.

## WANTED

Two experienced grain buyers, one who can speak French, the other German. None but hustlers need apply. Good references required and must be able to give bond. Satisfactory salaries to right parties. Southern Saskatchewan points. Inquire SOUTHERN SASKATCHEWAN, Box 5, care "American Elevator and Grain Trade," Chicago, Ill.

## BAGS

## FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

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PATENT ATTORNEY  
ESTABLISHED 1892

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79 BOARD OF TRADE

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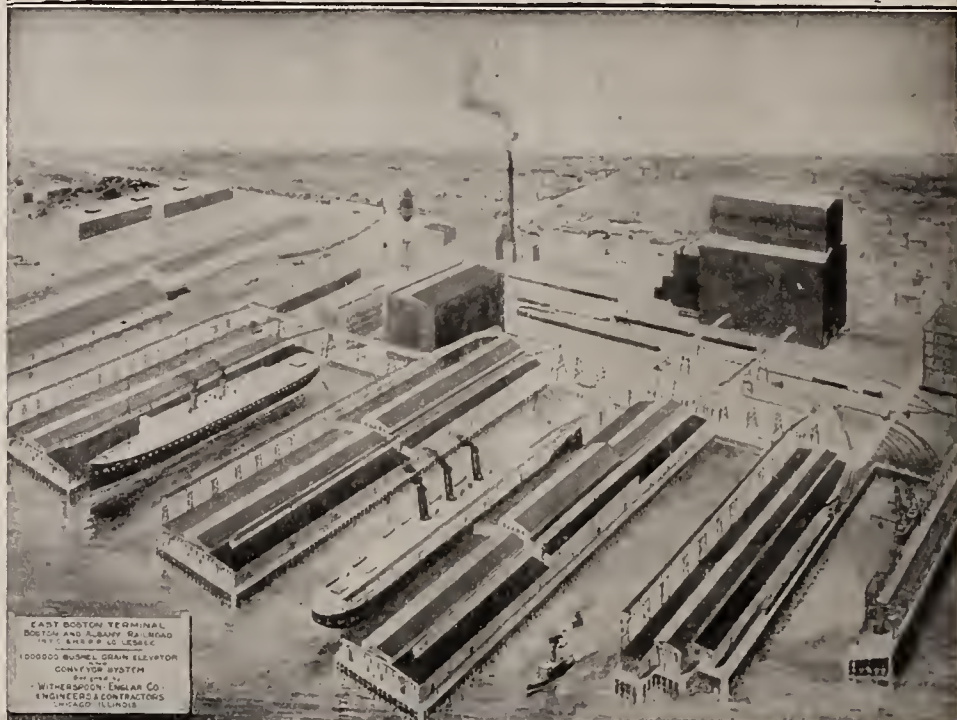
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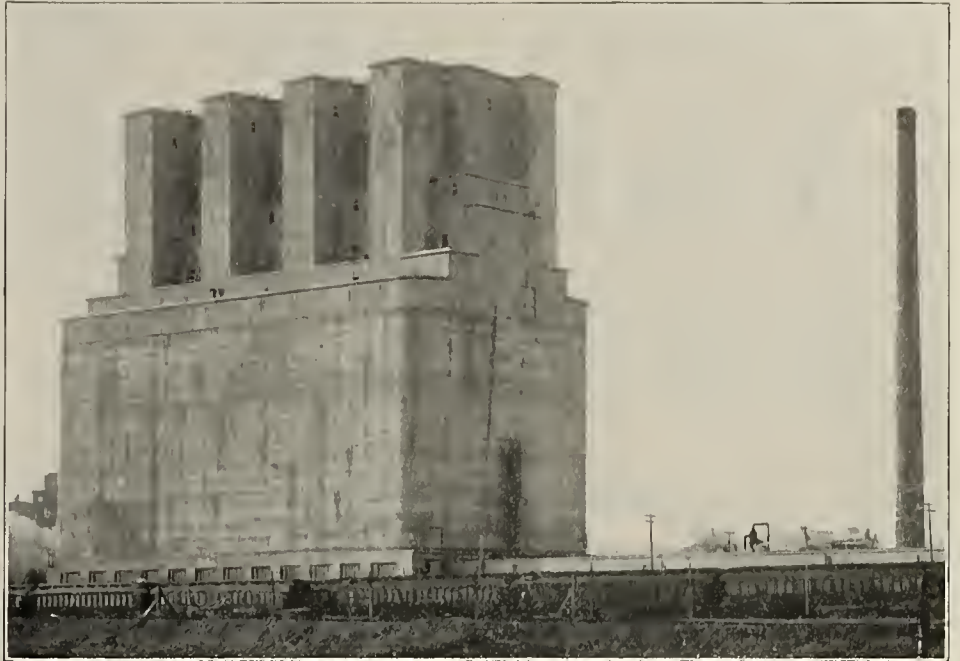


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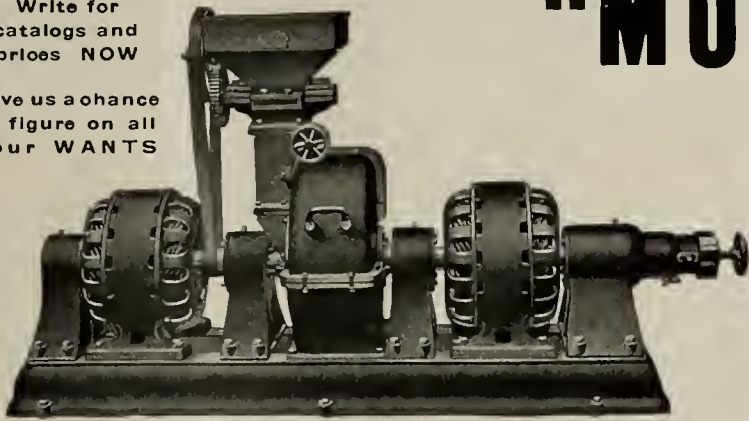
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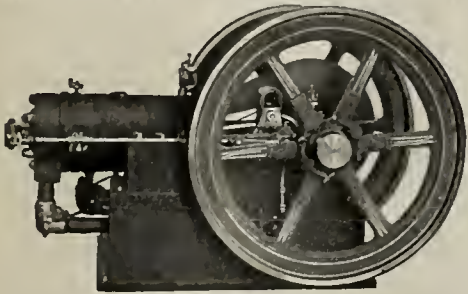
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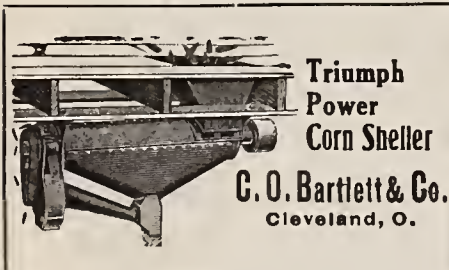
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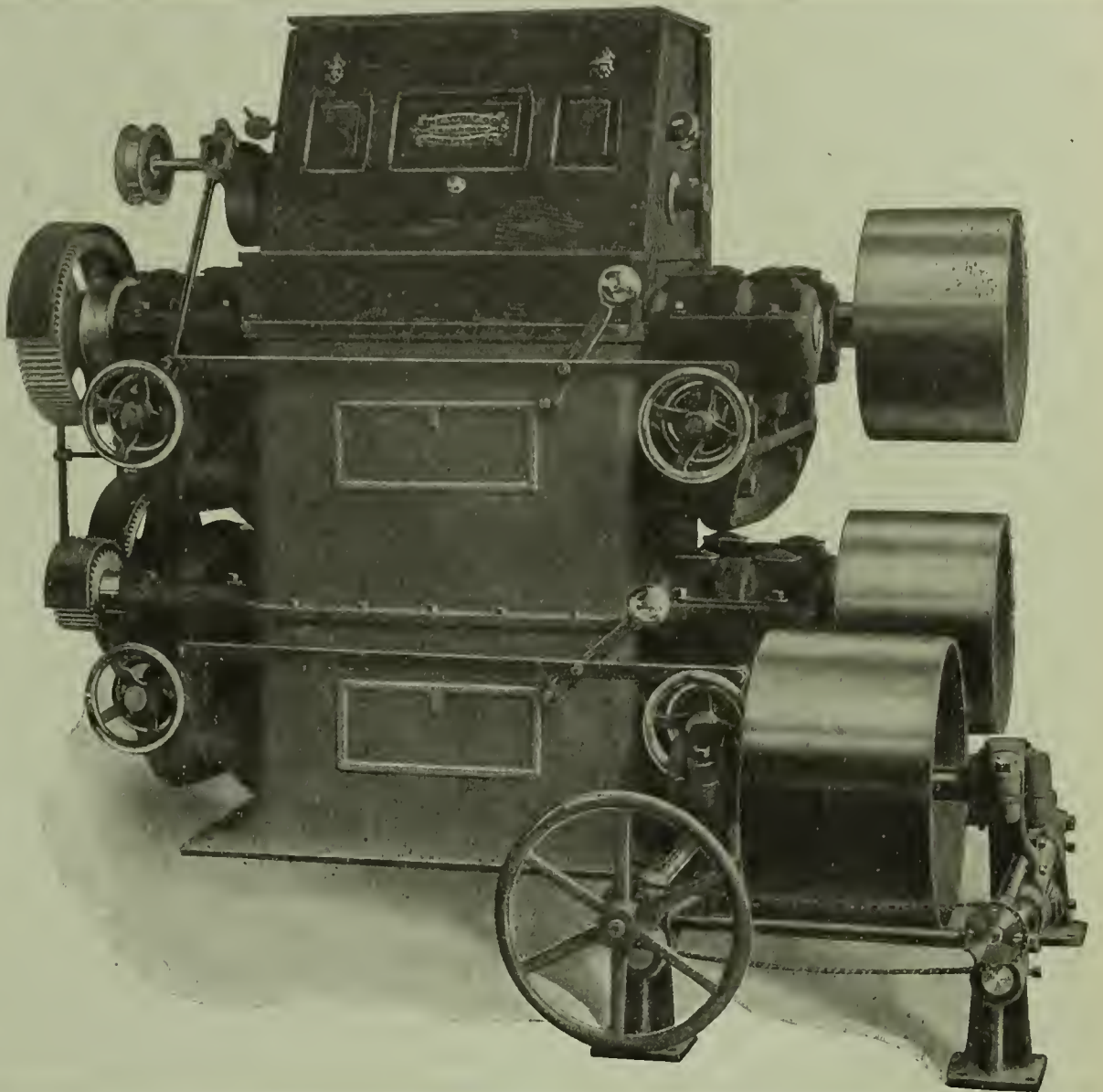
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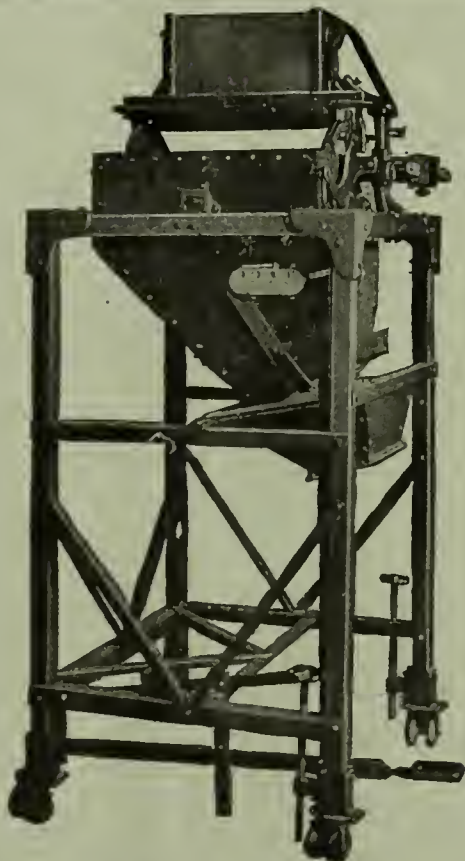
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CHAMBERSBURG, PA.



### NOT A BILL OF EXPENSE BUT A SOURCE OF REVENUE

Enables  
Shippers  
to  
Collect  
Claims  
—  
Requires  
No  
Repairs  
—  
Occupies  
Small  
Space  
—  
Most  
Economical  
to  
Install



PORTABLE BAGGER  
Write for Catalog.

No Bother  
to  
Operate  
—  
Never  
Gets Out  
of  
Order  
—  
Will Not  
Rust  
or  
Wear Out  
—  
60 Days'  
Trial

**National Automatic Scale Co.**  
West Pullman, Chicago, Illinois

### They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

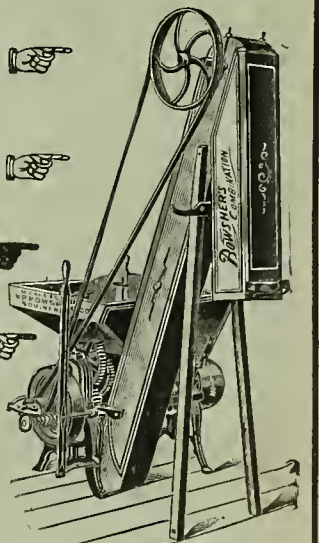
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

**N. P. Bowsher Co., South Bend, Indiana**



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Something New  
Greatest Advertising  
Novelties for Conven-  
tions or General Distri-  
bution.  
Write for samples and  
prices quick.  
We carry large lines of  
advertising novelties in  
metal, leather and celluloid.

Alschuler  
612 Schiller  
Bldg.  
Chicago



## HOW the Engine RAN and WHAT Was SAID.

The CHARTER, way back in the '80s and early '90s, ran so Strongly, Smoothly, Safely, Silently, Savingly, that all observers said

**"Just the Power For Me!"**

This was before any other Internal Combustion Engine was marketed using Gasoline or any Product of the Distillation of Petroleum, so ever since in our ads we have had

## "The Original Oil Engine of the World."

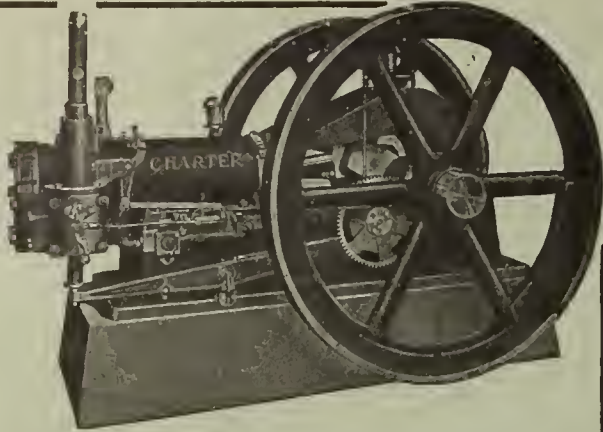
Every Auto, Motorcycle, Rail Road Gasoline Motor Car and Air Ship you see dates its possibilities back to our shop and the tens of thousands of dollars spent therein in experimenting in the years between 1882 and 1890.

We have kept up the Substantial Construction, Simplicity and Efficiency of the CHARTER. Now we have added and fully proven

**The CHARTER TYPE "R"** a radical departure from the old line CHARTER. In workmanship, High Degree of Finish and Thoroly Honest Manufacture, this type is the outgrowth of nearly 50 years' experience in building and marketing Dependable, Durable and Efficient Machinery, also many more years than any other builder of Oil Engines.

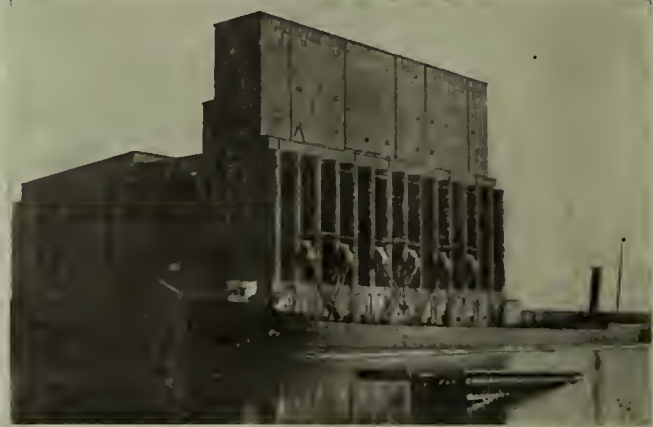
Send for catalog. State your power needs.

400 Locust Street **CHARTER GAS ENGINE CO.** **STERLING ILL., U. S. A.**  
Incorporated 1871



## A Big Canadian House

**EQUIPPED LARGELY WITH  
WEBSTER MACHINERY**



The 4,000,000-Bushel Elevator of the Grand Trunk Pacific, at Ft. William, Ont.

Nothing shows more conclusively the character and standing of **Webster Grain Handling Equipment** than its extensive use in Canada, where it must overcome the handicap of tariff duties against it.

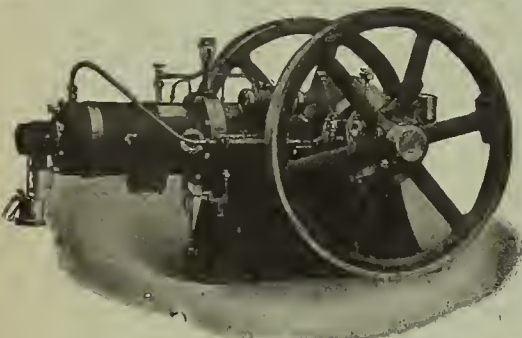
## The Webster M'f'g Company

NEW YORK  
90 West Street

Tiffin, Ohio

CHICAGO  
McCormick Bld.

(55)



## It Costs 5c an Hour

to operate a 25 H. P. Muncie Oil Engine, other sizes in proportion.

Uses Crude Oil, Fuel Oil, Gas Oil, Solar Oil, Kerosene or Distillate.

But two mechanically operated attachments. Powerful, Simple, Automatic and Durable. Write us.

**MUNCIE OIL ENGINE CO.**

Liberty Street

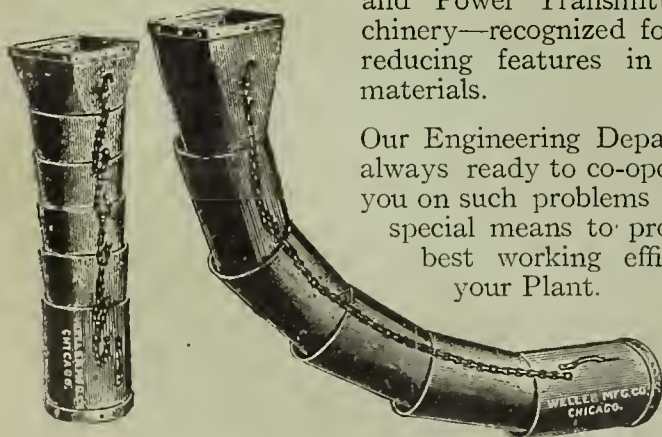
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## Machinery

Your Elevator or Mill, like every other business enterprise, must be run most economically to produce the greatest profit.

This result is possible by the use of Weller Elevating, Conveying and Power Transmitting Machinery—recognized for its cost-reducing features in handling materials.



CAR LOADING SPOUTS

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GEARS, BEARINGS, SHAFTING and other Power Transmission Machinery furnished promptly. Write for our catalog No. 20.

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Will give you the correct results in the buying, grading and blending of wheats. Our complete analysis of wheat gives you its flour and milling value. Our method of estimating gluten is the only correct way of determining the actual gluten of the flour in the wheat. Our analyses of feeds are accepted as standard.

We have a complete consulting staff and can handle any problem that may arise in your business.

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Our school for millers lays the foundation for a thoroughly scientific and up-to-date miller.

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dollars represents the latest reported loss occasioned by loss of life and injury to employees, exclusive of the immense property loss, in dust explosion in an elevator.

To avoid a repetition of such catastrophes, install a DAY dust collecting system. Send for latest catalogue.

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**MINNEAPOLIS, MINN.**

